

**EXHIBIT 87 TO  
HARVEY DECLARATION  
REDACTED VERSION**

From: Yolanda Mangolini Sent: 4/19/2007 4:13 PM  
To: [ - ] Carrie Laurenno  
Cc: [ - ]  
Bcc: [ - ]  
Subject: Re: diagnostic on sourcing...

Sorry about that! I completely forgot to send it to you. Here you go...The first deck is the overall diagnostic. Some of the graphs in it are illustrative as I was awaiting data. After I reviewed this deck with Shona, she told me she didn't need me to get the data since the qualitative info was strong enough to support the case. My thinking around the recommendation also evolved and the second deck shows how the collaborative sourcing team works. The last slide just depicts what's in my organization.

On 4/19/07, Carrie Laurenno <clarenno@google.com> wrote:

Hi Yolanda!

When you get a chance, I would love to look at your Hiring Diagnostic. Hope you are having a good Thursday.

Thanks,

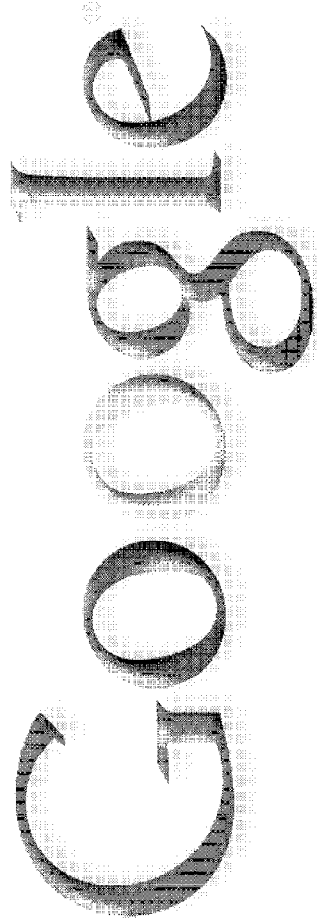
Carrie

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The Google logo is rendered in a large, serif font. The letters are white with a thick black outline, giving them a three-dimensional appearance. The logo is centered within a rectangular frame defined by a dotted line.

Sourcing Diagnostic

July 2006

*DRAFT*



## Objectives of Today

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- Share findings from sourcing diagnostic
- Discuss proposed recommendations to address current challenges

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Google<sup>2</sup>

## Executive Summary (I)

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- The recruiting environment for top talent has become more challenging
  - Increased competition from competitors
  - Greater number of start-up opportunities
  - Talent pools are getting smaller and increasingly harder to find, particularly for women and under-represented minorities
- Passive sourcing will play an increasingly larger role in recruiting as we move forward as a company
  - Efficient and effective sourcing organization critical to acquire top talent in current market landscape
- Sourcing comprised of three primary activities
  - Identifying talent pools and what sourcing tools to use (“Where to look”)
  - Searching and identifying potential leads (“Look and Find”)
  - Qualifying leads and converting them into active applicants (“Contact and Cultivate”)
- Current sourcing model organized around verticals
  - Central sourcing support provided for diversity talent
- There are five common drivers of sourcing problems ...
  - Organization around vertical and geographic silos
  - High share of contract labor in workforce mix
  - Misaligned incentives
  - Deep understanding of unique business dynamics and requirement not widely shared among Staffing team
  - Weak connectivity between Sourcers and Recruiters and Hiring Managers
  - System capability gaps

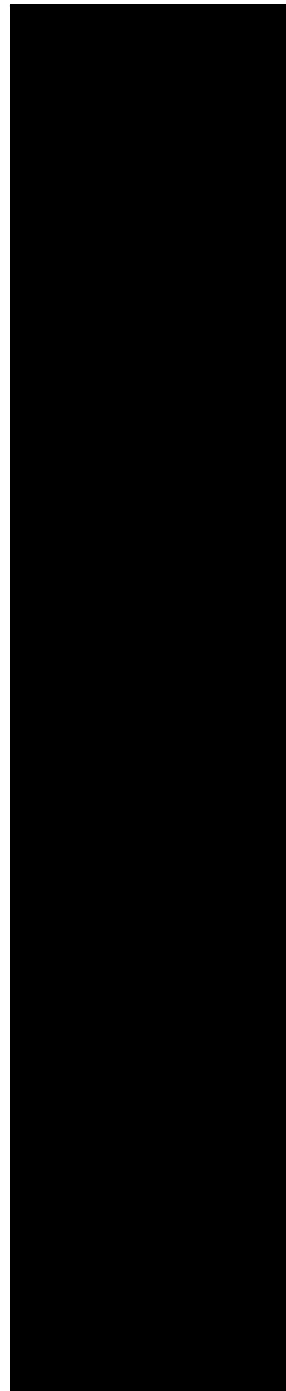
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Google<sup>3</sup>

## Executive Summary (II)

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- ... which create organizational and process inefficiencies in current sourcing practices
  - Duplication of effort on searches for positions with similar candidate profile
  - Limited business knowledge transferred to recruiting staff
  - Poor connectivity between key roles within Staffing
  - Limited sharing of qualified candidates across the organization
- Key drivers of sourcing problems fall into common themes
  - Organizational structure
  - Training
  - Process improvement
  - Metrics and measurement
  - Technology
- Proposed solutions attempt to close gaps existing in current organization and align with the common themes



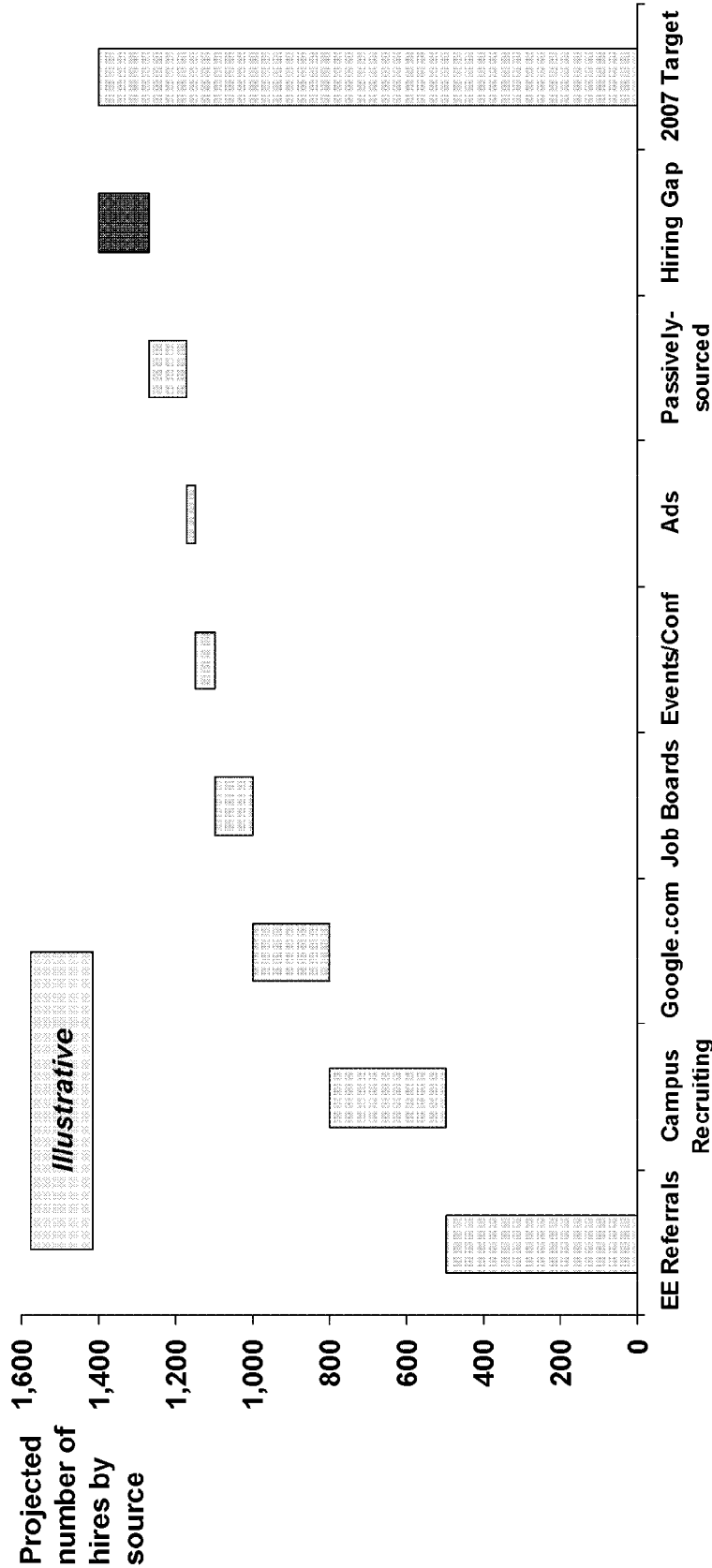
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Google

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# It Will Be Challenging to Achieve Hiring Targets With Existing Recruiting Channels

Will Need to be Supplemented by Alternative Sources

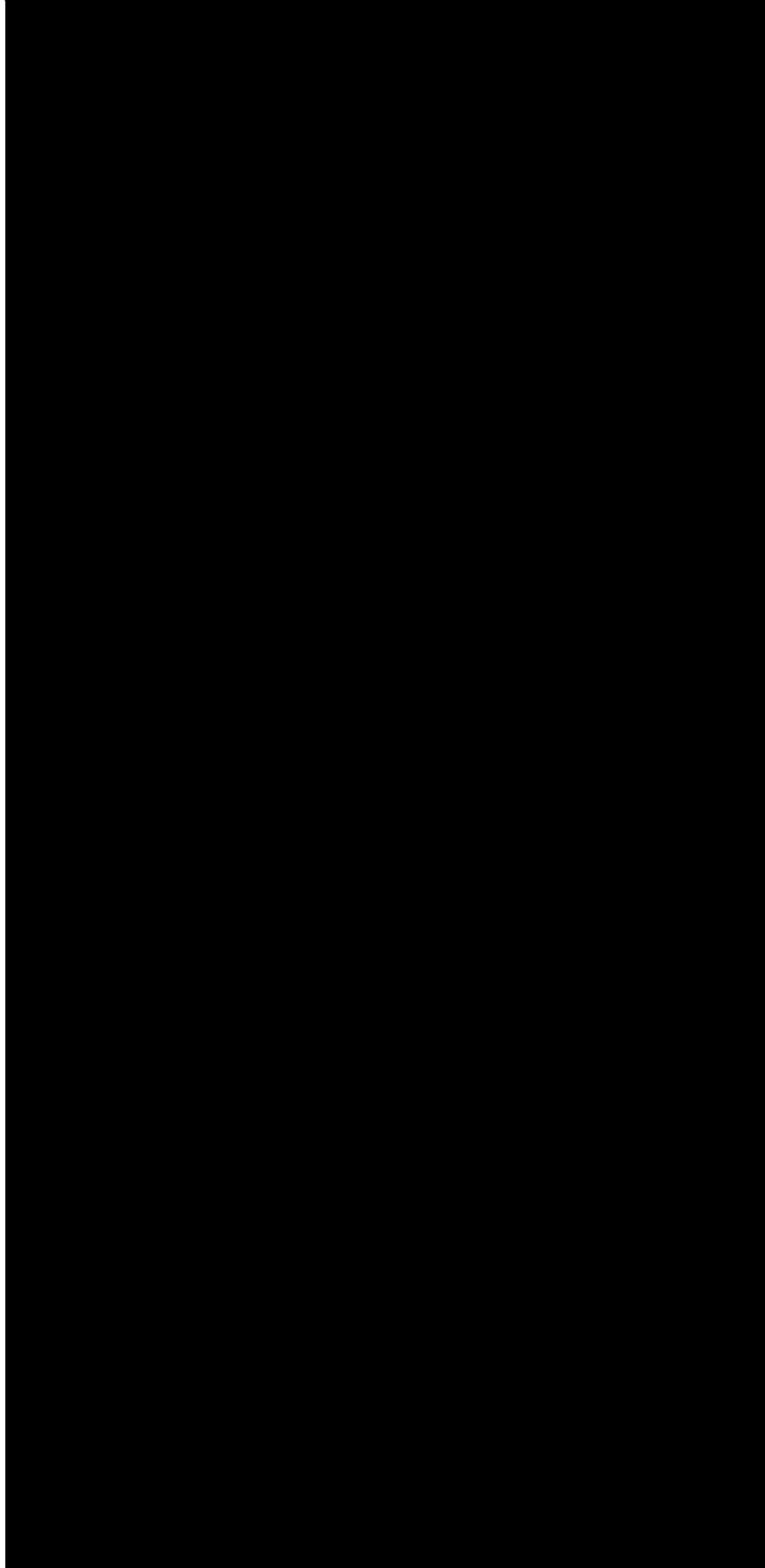


Hiring gap can be closed in three ways

- Supplement with increased passive sourcing
- Cast wider recruiting net (e.g., expand beyond target schools for campus recruiting)
- Improve pass-through rates

## The Recruiting Environment for Top Talent Has Become More Challenging...

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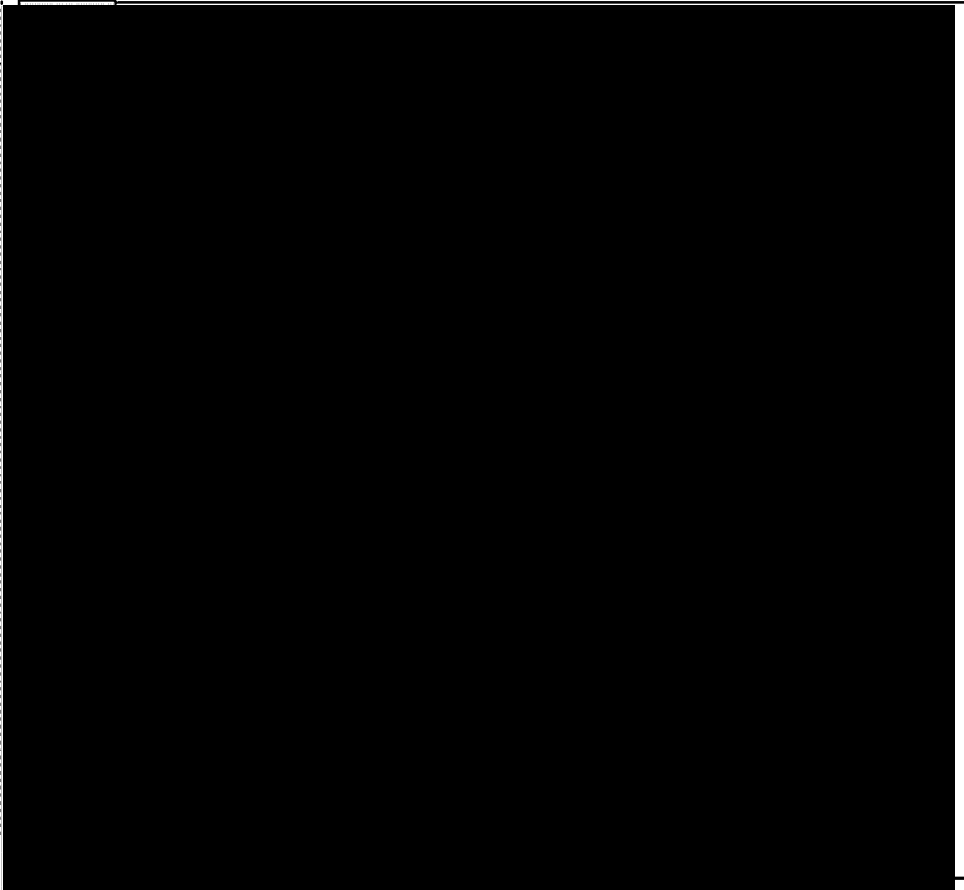
Source: ATS

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Google<sup>6</sup>



## ...While Inbound Flow from Job Boards Appears to Be Slowing



### Possible drivers of reduced on-line application flow

- Increased number of job opportunities in Bay area competing for similar skill sets
  - More start-up opportunities
- More aggressive recruiting by traditional competitors
  - Microsoft
  - EBay
  - Yahoo
- Candidates self-selecting out of process
  - Hesitant to enter process widely known for being extremely selective

Efficient and effective sourcing organization critical to acquire top talent in current market landscape

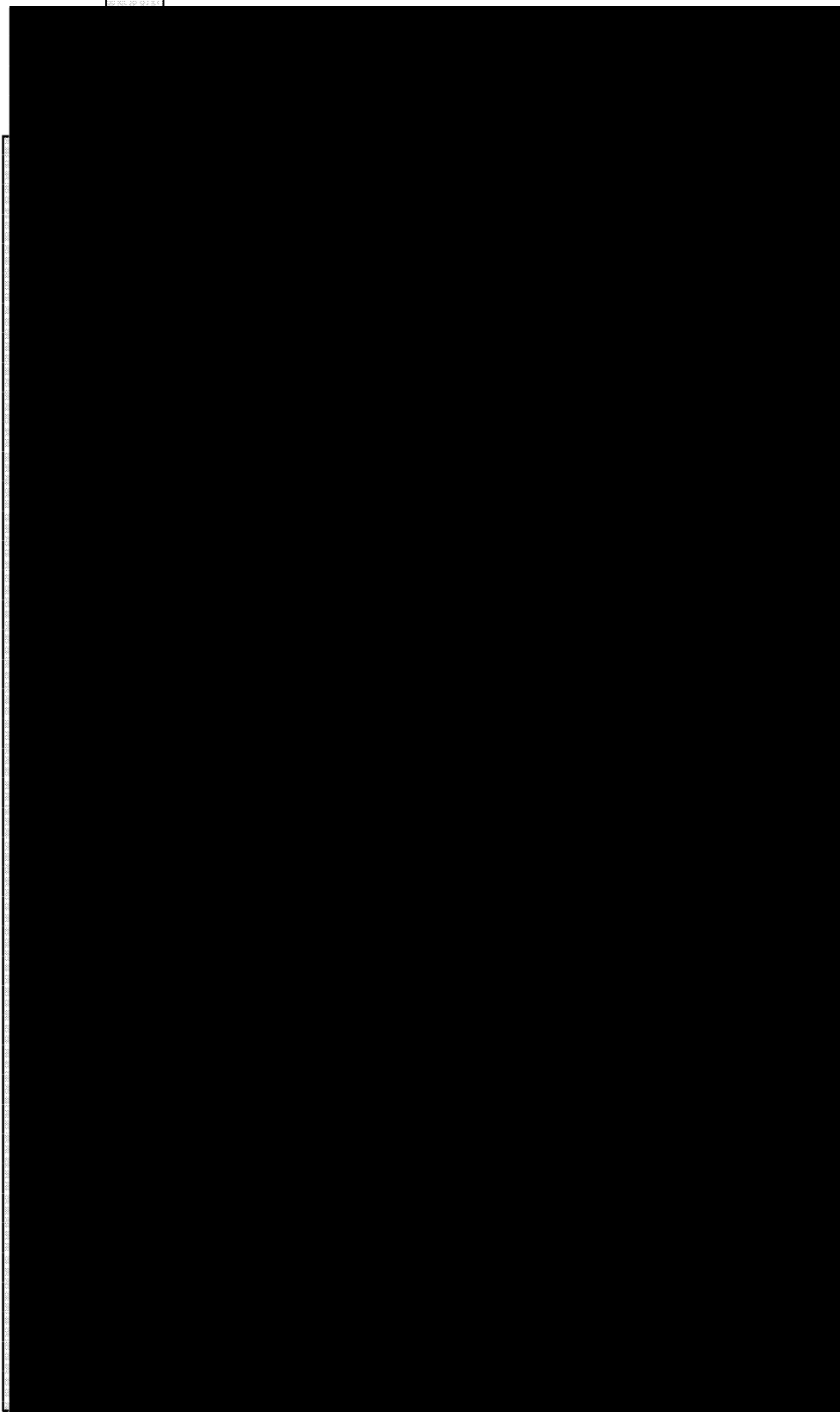
(1) PSGA and Ops data is illustrative; currently awaiting data  
Source: ATS

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Google<sup>7</sup>

# As Hiring Bar Raises, Certain Sources of Talent Will Become Less Important

Quality of Candidates Differ Significantly by Source



Google<sup>8</sup>

Critical to find alternative candidate sources

(1) Reflects Q1 2006 data  
Source: Compensation team

## Target Hirable Pools for Diverse Talent Available Extremely Small



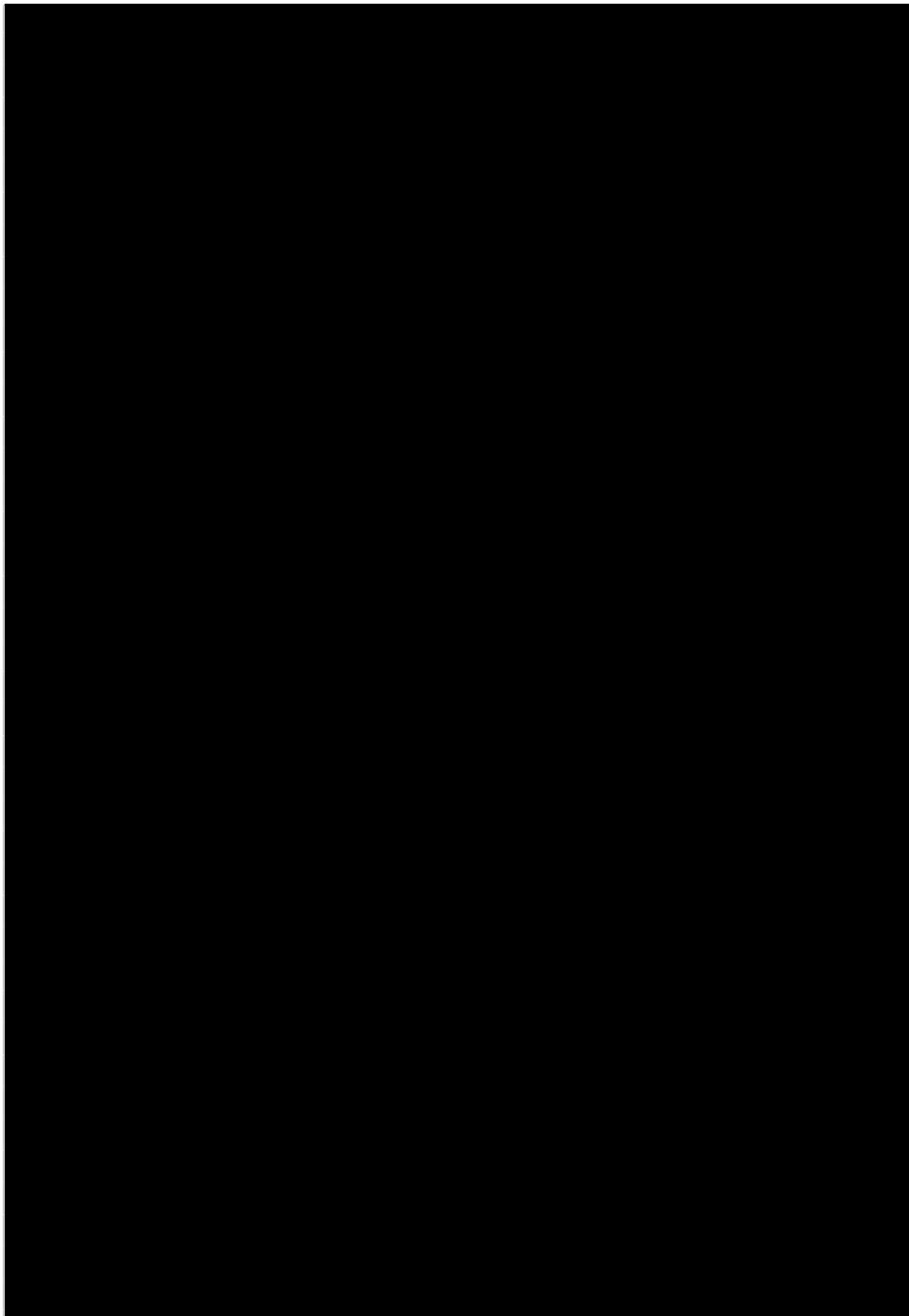
Will need to expand proactive outreach and sourcing to tap into available talent supply

(1) Reflects Q1 2006 data  
Source: NSF.gov Land of Plenty U.S. SET Workforce by sector of employment 2004-2005  
ASEE.org & 2006 University Relations Survey Data

Google<sup>9</sup>

# Employee Referrals Largest Source of Google Hires Overall

Google.com Distant Second

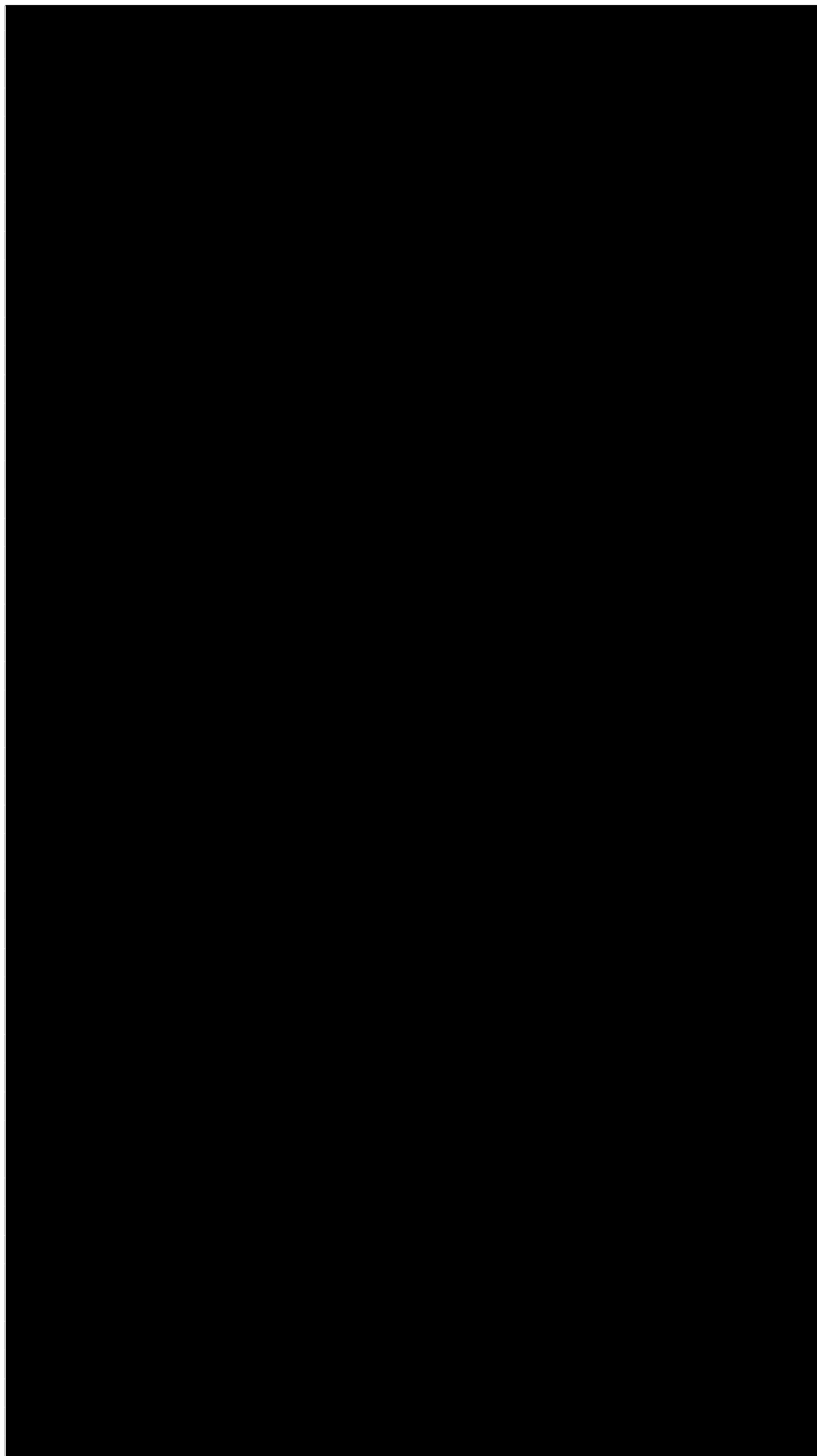


Highlights importance of a positive candidate experience

(1) Reflects Q1 2006 data  
Source: ATS analysis

Google<sup>10</sup>

## Although Referrals Continue to Be Largest Source of Hires, Agencies and Passively Sourced Candidates Offer Highest Yield

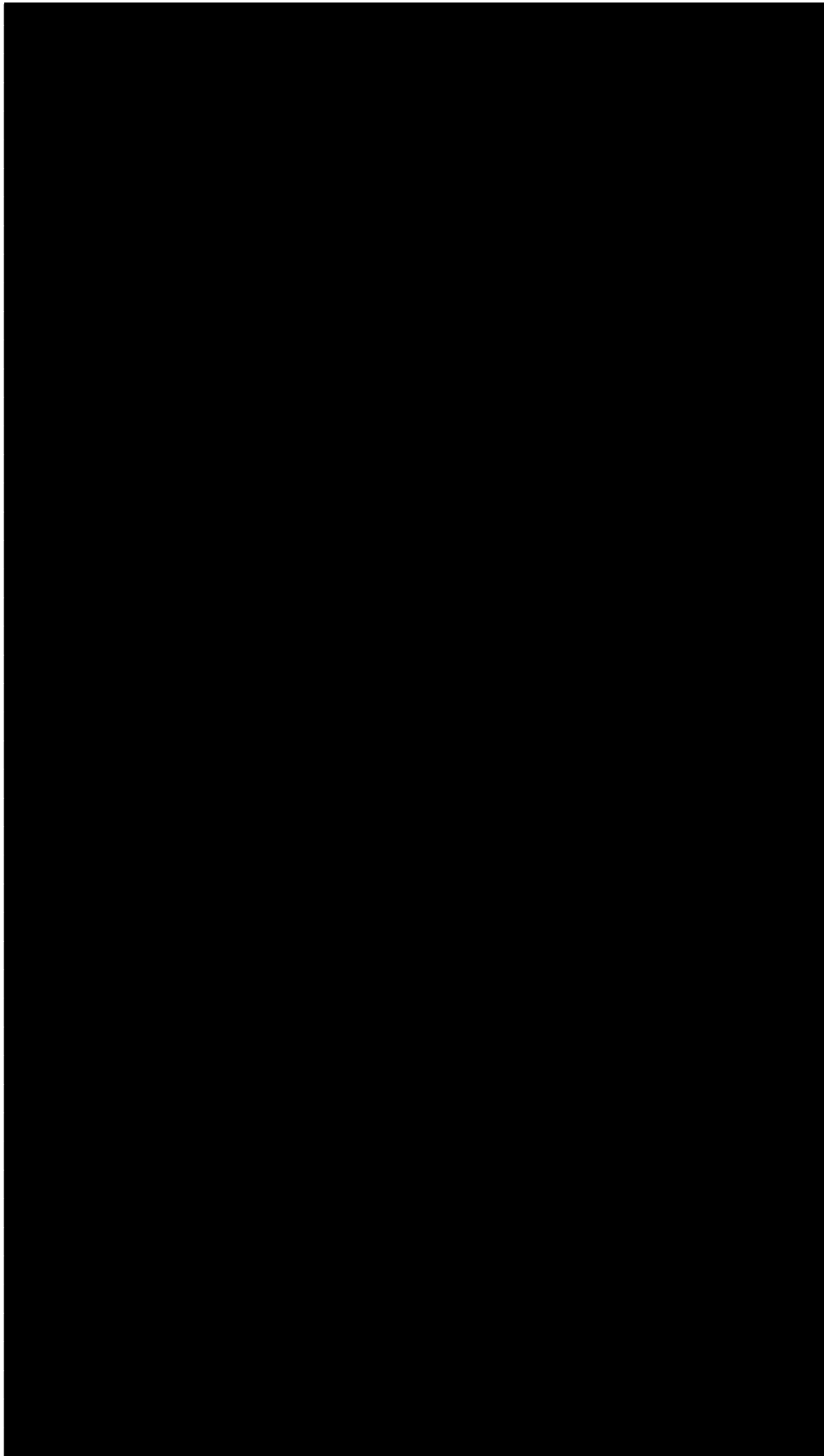


Highlights importance of passive sourcing to the organization

Google<sup>11</sup>

(1) Reflects Q1 2006 data  
Source: ATS analysis

## Other Sources Have Significantly Lower Pass-Through Rates



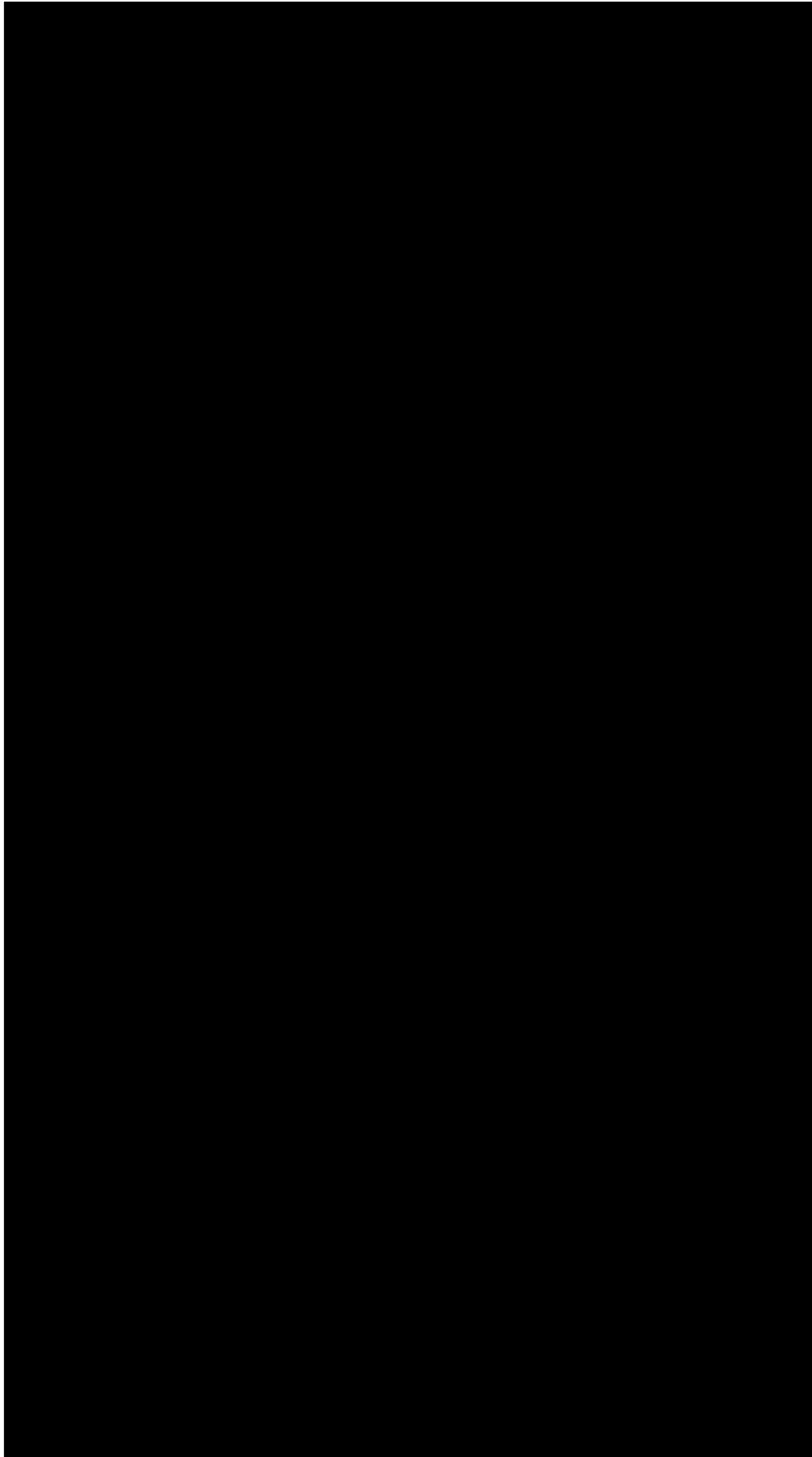
(1) Reflects Q1 2006 data  
Source: ATS analysis

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Google<sup>12</sup>

## Similar Patterns Seen Internationally (I) EMEA

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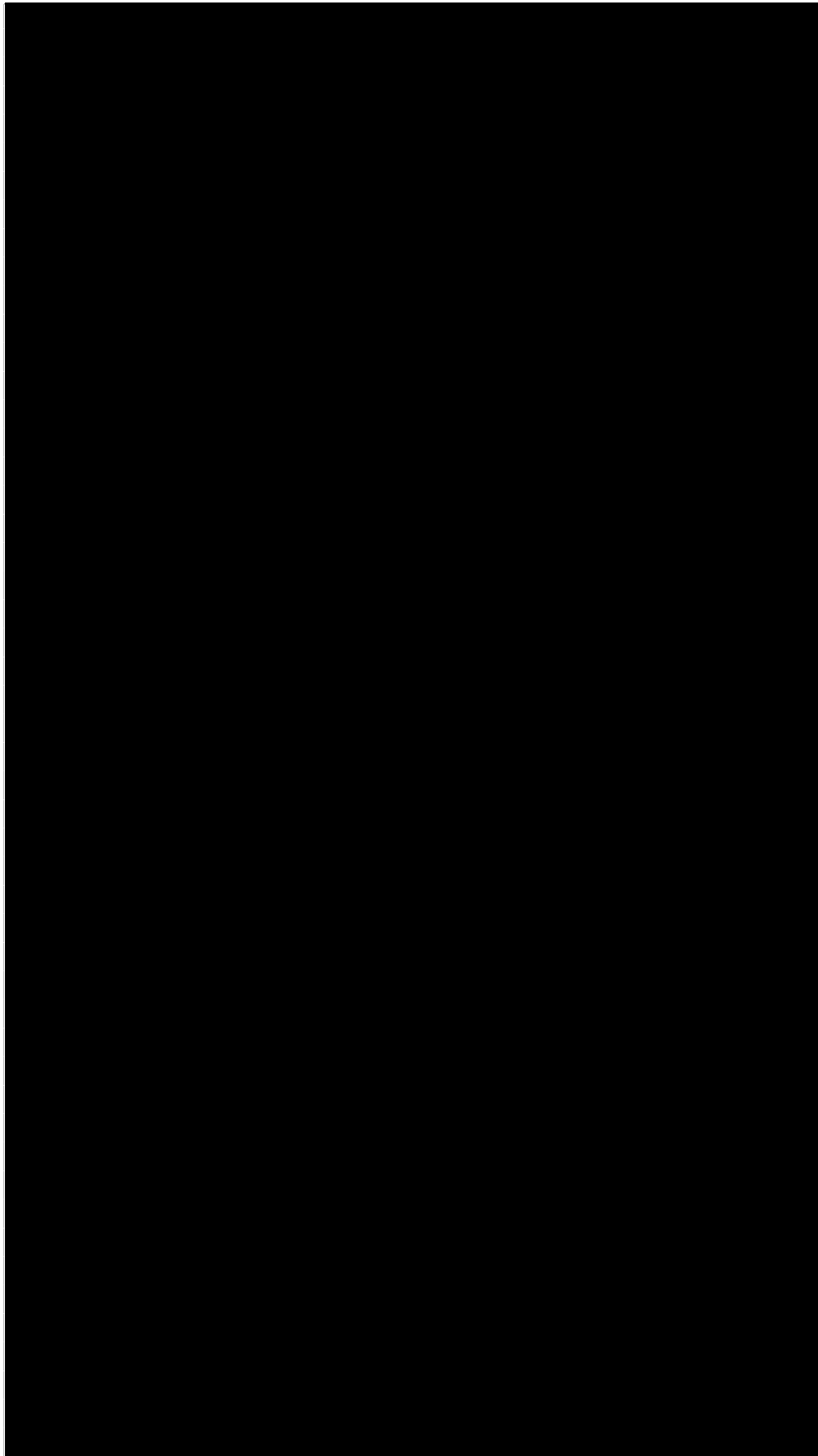
(1) Reflects Q1 2006 data  
Source: ATS analysis

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Google<sup>13</sup>

## Similar Patterns Seen Internationally (II)

EMEA



(1) Reflects Q1 2006 data  
Source: ATS analysis

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## However, Passive Sourcing is Becoming an Increasingly Important Lever in Finding Talent

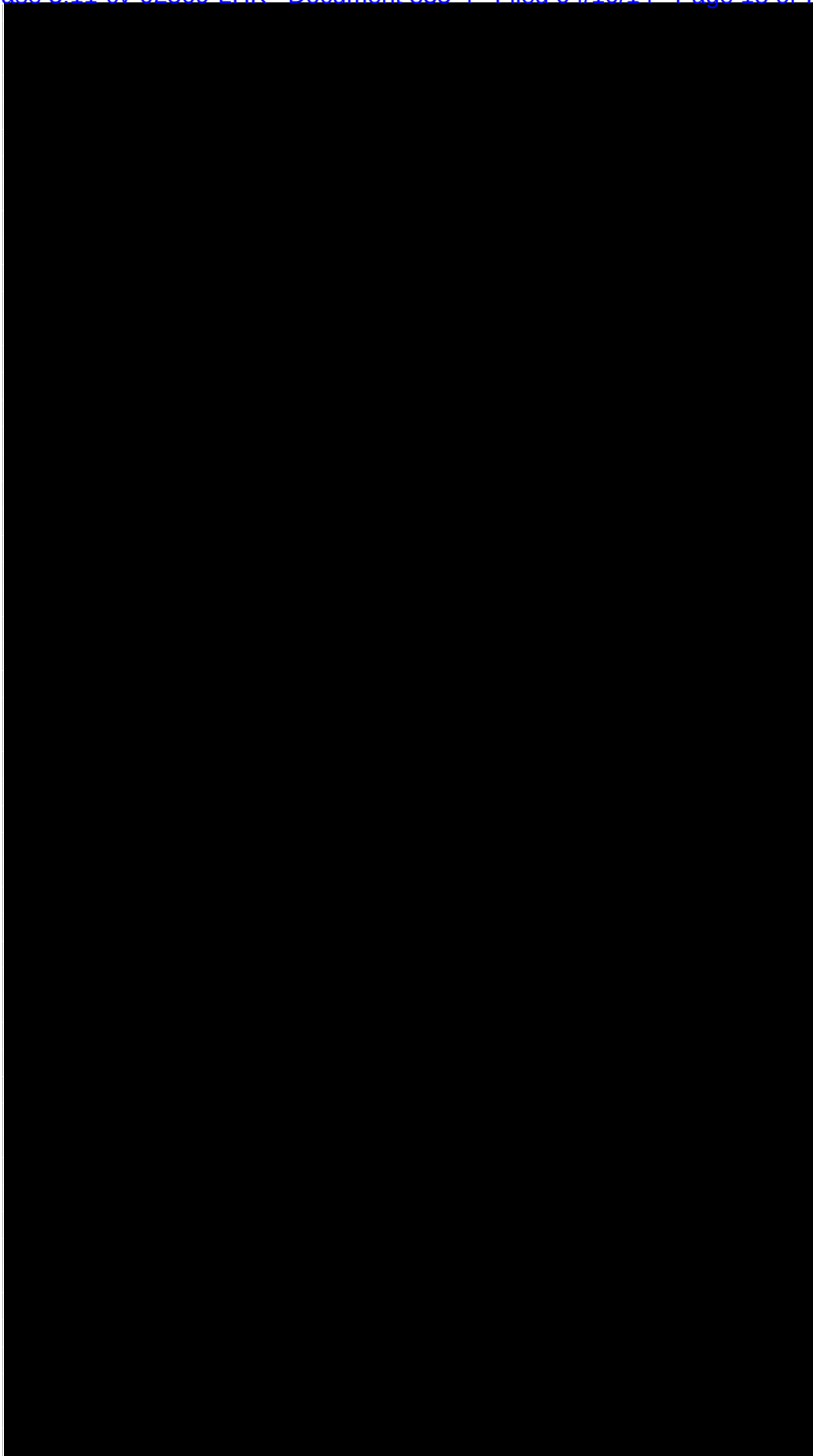


Important to organize Sourcing function  
to maximize sourcing efficiency

(1) Reflects Q1-Q2 2006 data  
Source: ATS analysis

Google<sup>15</sup>

## Agencies Continue to Play an Important Role Internationally



(1) Reflects Q1 2006 data  
Source: ATS analysis

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Google<sup>16</sup>

# Sourcing Comprised of Three Primary Activities

Requires Different Skill Sets and Areas of Focus

**Where to Look**

**Look and Find**

**Contact and Cultivate**

Identifying potential talent pools and sourcing tools

Conducting searches and identifying potential candidates

Conducting outreach to candidates and converting to active applicants

• Problem-solving facility

• Analytical  
• Data mining  
• Problem-solving facility  
• Resume screening skills

• Communication skills  
• Sales ability  
• Influence skills

• Sourcing strategy  
• Talent pool map

• Unqualified pipeline of potential candidates

• Qualified pipeline of active applicants

Create Pipeline

Quality Pipeline

Tight integration between activities essential for effective and efficient sourcing processes

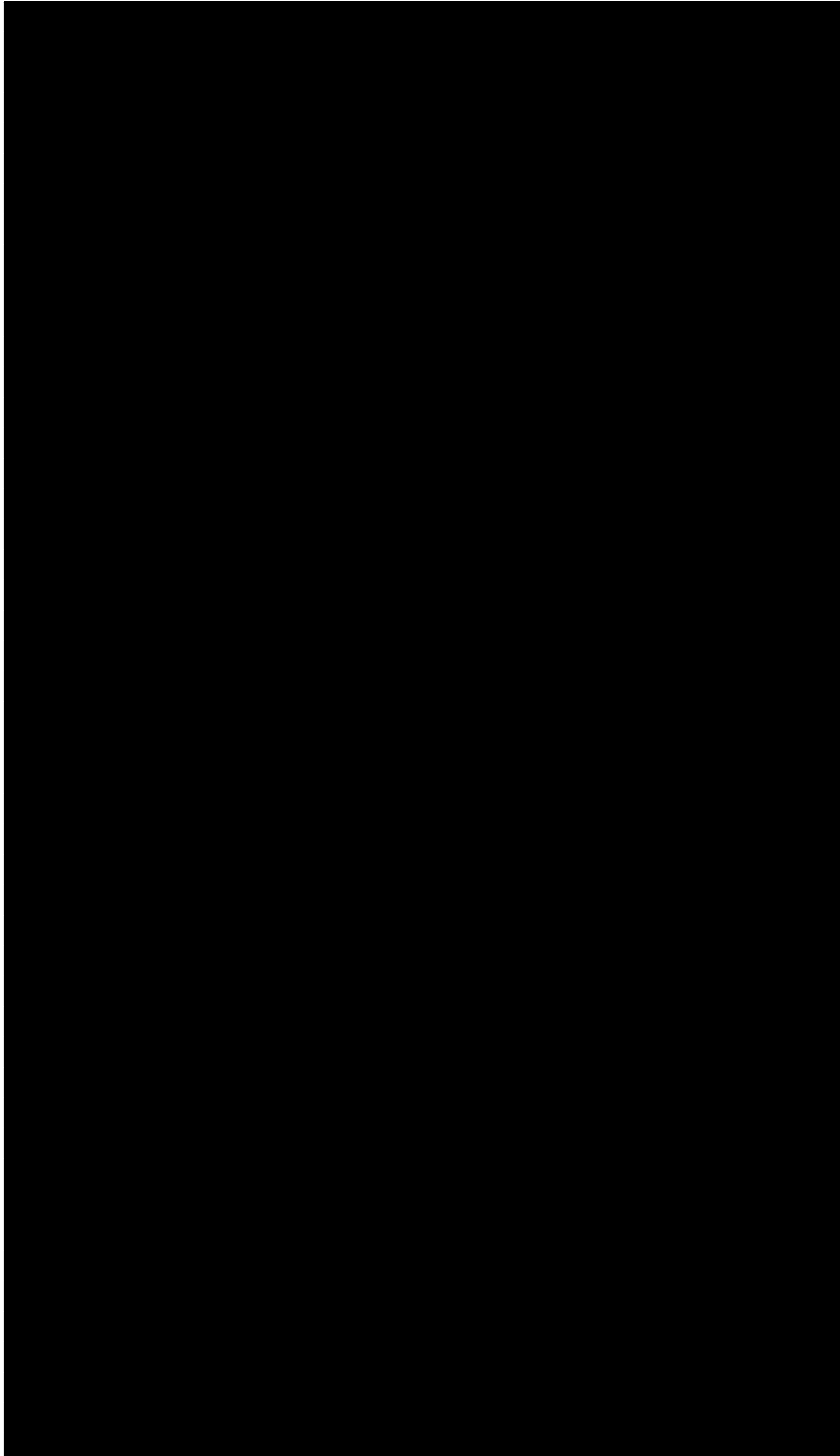
Google<sup>17</sup>

Skill set

Output

## Current Sourcing Model Organized Around Verticals

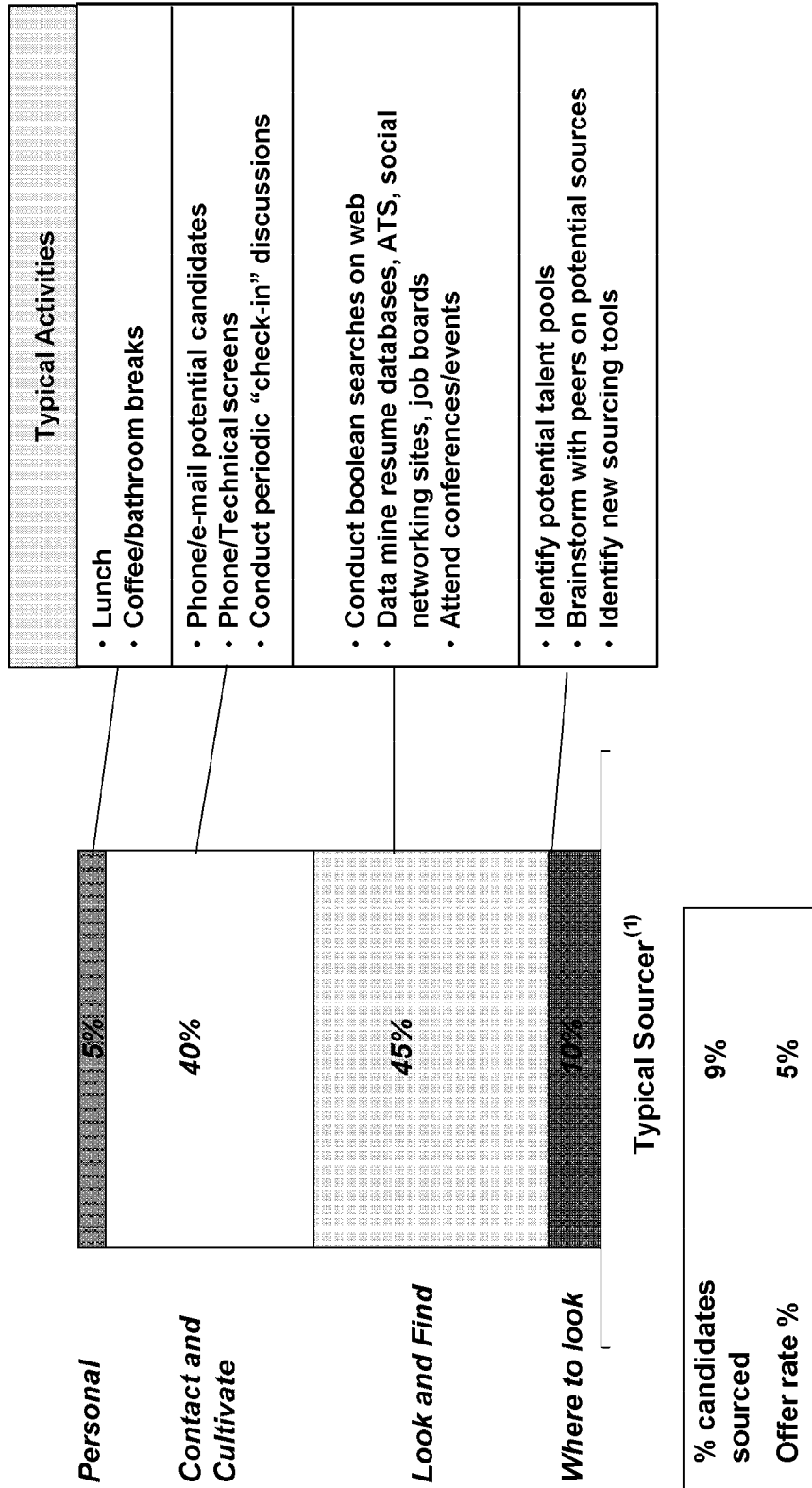
Central Sourcing Support Provided for Diversity Talent



However, current structure results in some process and organizational efficiencies

- Duplication of effort on searches for positions with similar candidate profile
- Weak connectivity between vertical and geographic silos
- Difficult to appropriately identify qualified candidates

# Under Current Google Model, Average Sourcer Time Study is Misleading



On average, sourcers spend approximately two days a week finding potential candidates and two days building relationships with candidates

- Less than a day spent identifying new talent pools

(1) Small sample size (n=20)

Note: 100% = Sourcer week

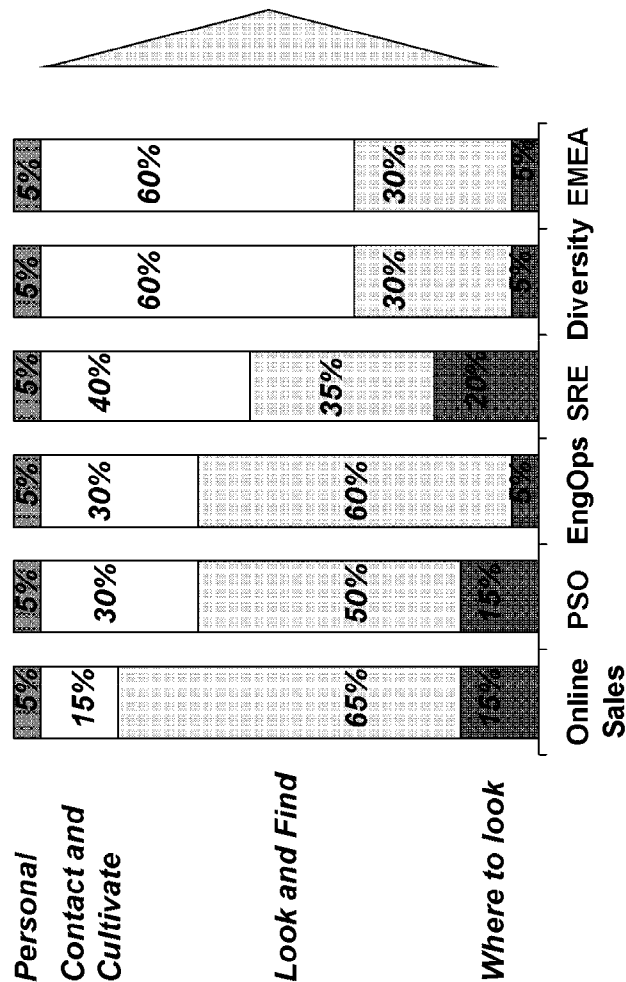
Source: Diary study surveying 110 sourcers across the Staffing organization

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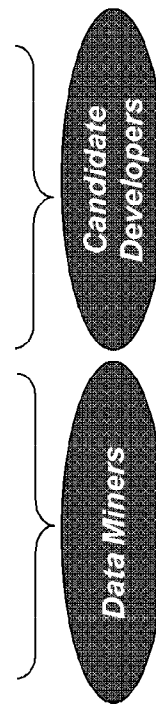
Google<sup>19</sup>

# However, the Scope of a Sourcer's Responsibility Varies Significantly Across Verticals and Geography

## Resulting in Varying Degrees of Effectiveness



% candidates sourced	X%	X%	X%	X%	X%
Offer rate %	X%	X%	X%	X%	X%



Currently no real consistency in Sourcers' role across the Staffing organization

- Sourcers in PSGA and EngOps tend to be more data miners
  - Limited interaction with candidates
  - Focused more on creating pipeline
- Majority of Sourcer time in EMEA, SRE, QA Diversity spent on developing long-term relationships with candidates and converting to applicants
  - Also allocate time to conducting front-end recruiting activities (e.g., pre-screen)
  - Higher leverage model

May be opportunity to create consistently greater leverage for Sourcers and Recruiters across the organization

(1) Small sample size (n=20)  
Note: 100% = Sourcer week  
Source: Diary study surveying 110 sourcers across the Staffing organization

Google

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## There is No Clear Strategy Around Sourcing Tools in Place...

[REDACTED]

[REDACTED]

(1) Reflects data Jan-June 2006  
Source: Job boards team

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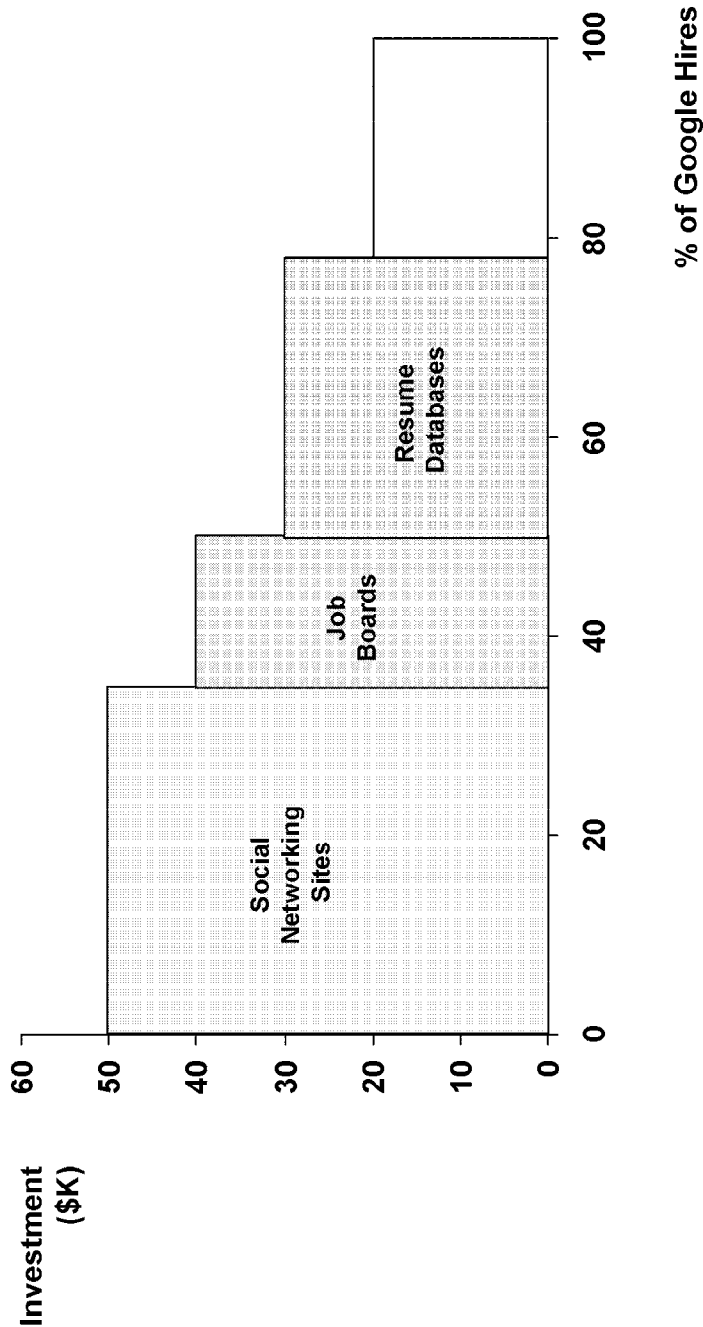
Source

Google

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# ....Resulting in Over-investments in Tools That Have Not Historically Delivered Many Google Hires

*Illustrative – Analysis team current determining whether X-axis data is available at this level of detail*



(1)  
Note:  
Source: Job Boards team

Limited accountability or clear idea of return on investment



# There are Five Common Drivers of Sourcing Problems (I)

Key Drivers	Problem				
	Lack "One Google" perspective	Limited sharing of candidates across the organization	Poor lead tracking and follow-up	High variability in quality of passively sourced candidates	Duplicate search efforts for candidates with similar profiles and competencies
Silos	●	●	○	●	●
Labor force mix	●	●	○	●	◐
Incentive model	◐	●	○	○	○
Systems	○	◐	●	○	○
Business Knowledge	○	●	○	●	◐

○ Not a driver   ◐ Somewhat of a driver   ● Key driver

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Google

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## There are Five Common Drivers of Sourcing Problems (II)

Key Drivers	Problem				
	High variability in EE referral process and response times	No strategy or accountability around sourcing tools	Sub-optimize efforts around third party research	Limited coordination around conference/ event leads	Lack of calibration b/w Sourcers, Resume Screeners and Recruiters
Silos	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>
Labor force mix	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Incentive model	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Systems	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Business Knowledge	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

☐ Not a driver
 ☐ Somewhat of a driver
 ☒ Key driver

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## There are Five Common Drivers of Sourcing Problems (III)

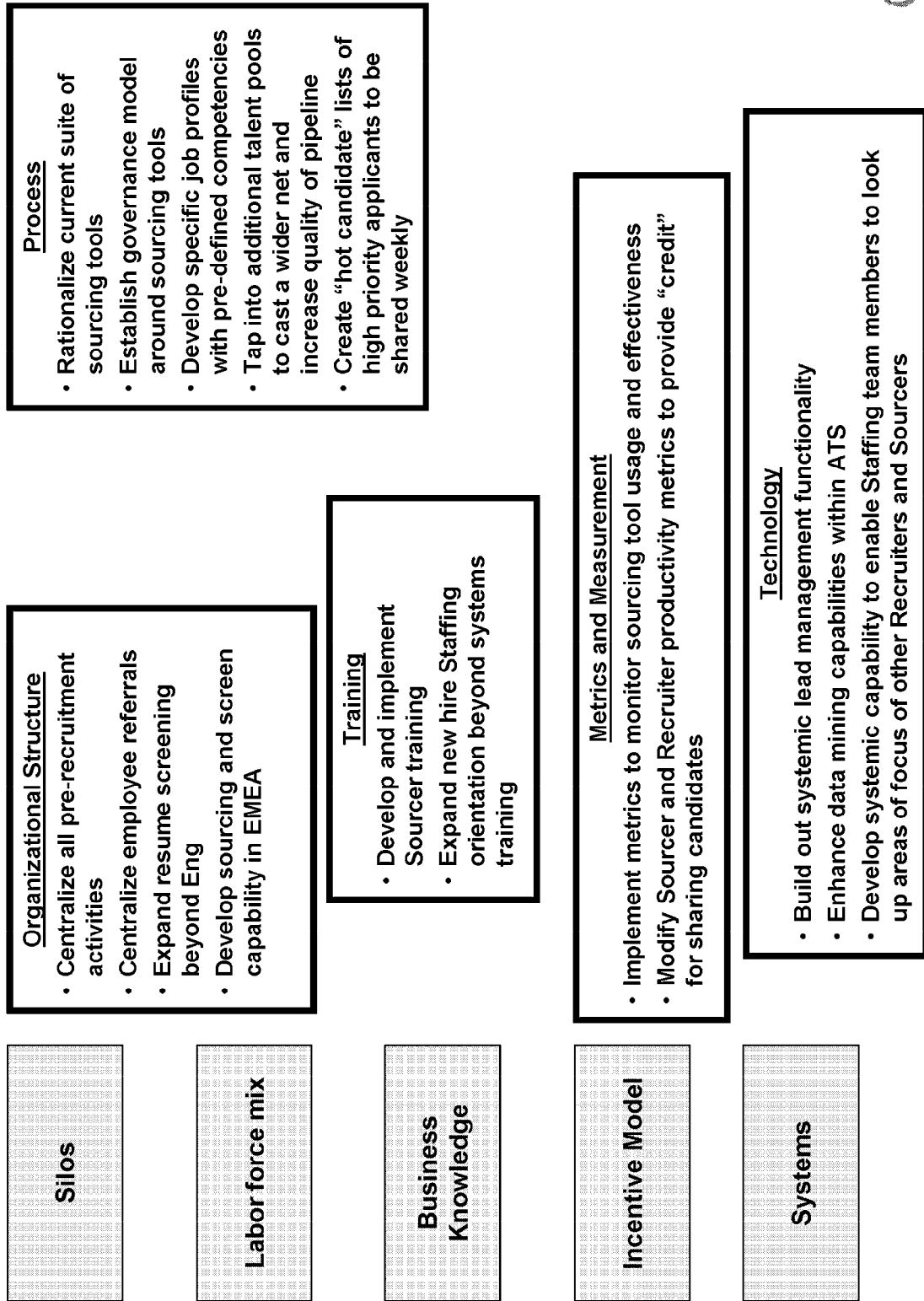
Key Drivers	Problem		
	Inconsistent treatment of diversity-sourced candidates	Inadequate support for international efforts	Limited ability to mine former candidates
Silos	●	●	○
Labor force mix	○	○	○
Incentive model	○	○	○
Systems	◐	○	●
Business Knowledge	●	●	○

☐ Not a driver      ☐ Somewhat of a driver      ☒ Key driver

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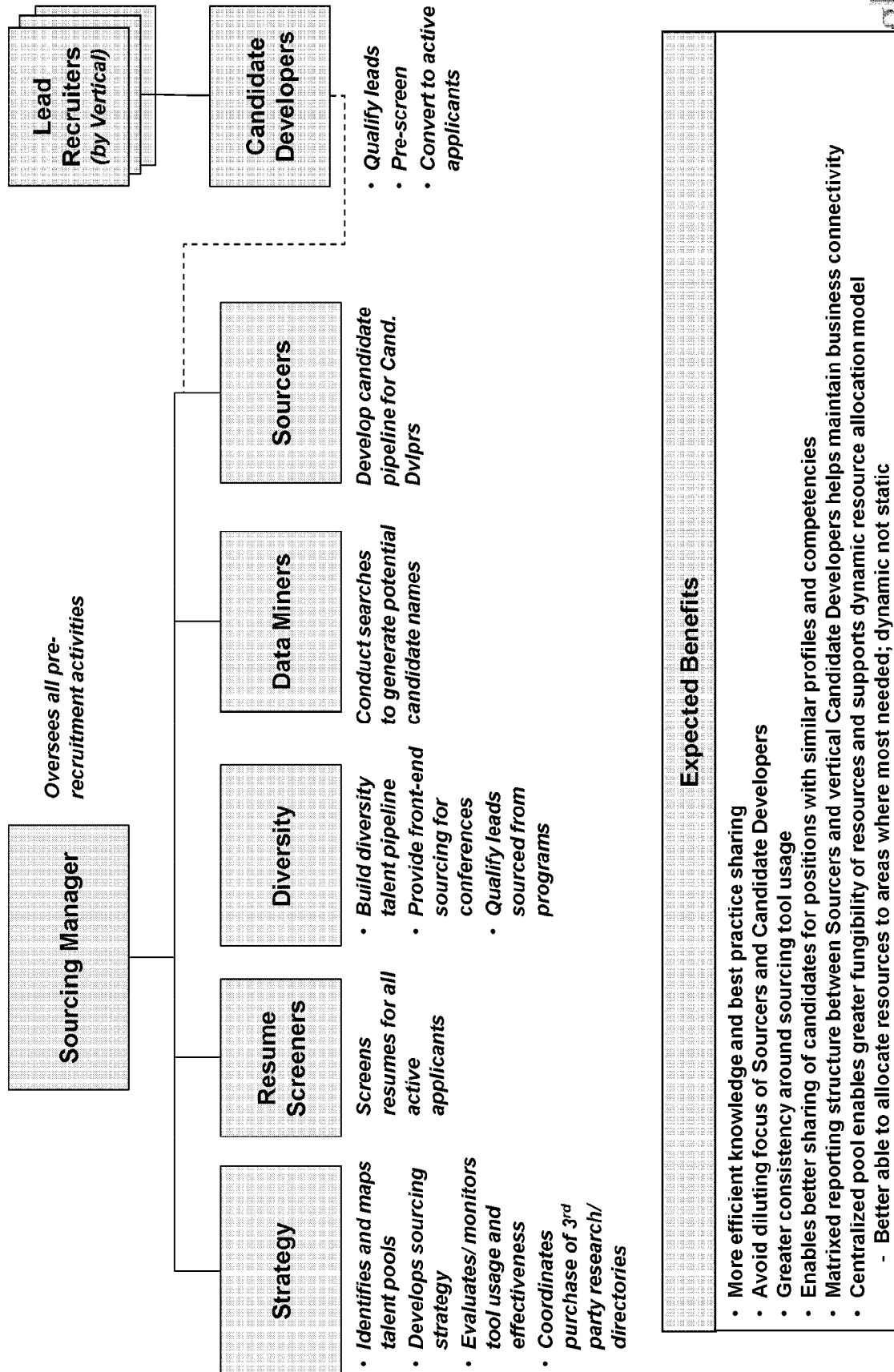
# Key Drivers of Sourcing Problems Fall into Common Themes

Proposed Recommendations Attempt to Close Gaps Existing in Current Organization



# Proposed Organizational Structure Seeks to Resolve Challenges With Current Organization

Expect to Achieve a Number of Benefits



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# Proposed Solutions Attempt to Close Gaps Existing in Current Organization (I)

Theme	Recommendation	Problem it Will Help Address
Organizational Structure	<ul style="list-style-type: none"> <li>• Centralize “Where to Look” and “Look &amp; Find” activities under a Sourcing Manager               <ul style="list-style-type: none"> <li>- Sourcing strategy</li> <li>- Tool identification</li> <li>- Data mining</li> <li>- Candidate search</li> <li>- Lead qualification (including leads generated from events/conferences)</li> </ul> </li> <li>• Central team acts as strategic sourcing arm               <ul style="list-style-type: none"> <li>- Develops and refines global sourcing strategy</li> <li>- Identifies, evaluates and monitors sourcing tool usage and effectiveness</li> <li>- Maps and updates global talent pools</li> <li>- Coordinates and purchases third party research and directories</li> </ul> </li> <li>• Two utilities               <ul style="list-style-type: none"> <li>- One based in MTV, other in EMEA</li> <li>- Utilities to be aligned with Verticals</li> </ul> </li> <li>• Maintain distributed models for “Contact &amp; Cultivate”, excluding diversity</li> </ul>	<ul style="list-style-type: none"> <li>• No strategy or accountability around sourcing tools</li> <li>• Lack “One Google” perspective</li> <li>• Limited sharing of candidates across the organization</li> <li>• Duplicate search efforts for candidates with similar profiles and competencies</li> <li>• Sub-optimize efforts around third party research</li> <li>• Inconsistent treatment and limited coordination around conference/ event leads</li> <li>• Inconsistent treatment of diversity-sourced candidates</li> </ul>
	<ul style="list-style-type: none"> <li>• Centralize ownership of Eng, Ops and PSGA employee referrals               <ul style="list-style-type: none"> <li>- Create formal service level agreement to establish appropriate response times</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• High variability in EE referral process and response times</li> </ul>

## Proposed Solutions Attempt to Close Gaps Existing in Current Organization (II)

Theme	Recommendation	Problem it Will Help Address
Organizational Structure	<ul style="list-style-type: none"> <li>Expand Resume Screening function to include Ops and PSGA               <ul style="list-style-type: none"> <li>Create international resume screening capability in EMEA</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>Lack of calibration between Sourcers, Resume Screeners and Recruiters</li> </ul>
Training	<ul style="list-style-type: none"> <li>Establish formal Sourcer education series               <ul style="list-style-type: none"> <li>New hire orientation</li> <li>Refresher training for existing team members</li> </ul> </li> <li>Training to include:               <ul style="list-style-type: none"> <li>Business/product overviews</li> <li>Overviews of office locations and specialties</li> <li>Profiles of ideal candidates and key competencies</li> <li>Resume screening skills</li> <li>Overview of sourcing tools</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>Limited sharing of candidates across the organization</li> <li>High variability in quality of passively sourced candidates</li> </ul>
Process Improvement	<ul style="list-style-type: none"> <li>Within newly constructed centralized team, align "Look &amp; Find" resources by vertical to ensure appropriate connectivity with business               <ul style="list-style-type: none"> <li>Prior to posting req, conduct 3-way meetings between Sourcer, Candidate Developer, Recruiter and Hiring Manager</li> </ul> </li> <li>Create weekly "hot candidate" lists for candidates fitting overall Google profile but rejected for specific area</li> </ul>	<ul style="list-style-type: none"> <li>High variability in quality of passively sourced candidates</li> <li>Limited sharing of candidates across the organization</li> </ul>



## Proposed Solutions Attempt to Close Gaps Existing in Current Organization (III)

Theme	Recommendation	Problem it Will Help Address
Process Improvement	<ul style="list-style-type: none"> <li>Establish specific job profiles with pre-defined competencies for all position families within Google</li> </ul>	<ul style="list-style-type: none"> <li>High variability in quality of passively sourced candidates</li> </ul>
	<ul style="list-style-type: none"> <li>Establish governance model around sourcing tools with broad representation               <ul style="list-style-type: none"> <li>- Develop evaluation criteria</li> <li>- Evaluate current tools</li> <li>- Rationalize current suite of tools</li> <li>- Establish on-going governance process</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>No strategy or accountability around sourcing tools</li> </ul>
	<ul style="list-style-type: none"> <li>Tap into additional sources of talent in order to cast a wider net and increase quality of pipeline, e.g.,               <ul style="list-style-type: none"> <li>- Develop University Alumni program</li> <li>- Cast wider net beyond target schools</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>High variability in quality of passively sourced candidates</li> </ul>
Metrics and Measurement	<ul style="list-style-type: none"> <li>Develop and implement metrics to monitor usage and track effectiveness (ROI) of sourcing tools</li> </ul>	<ul style="list-style-type: none"> <li>No strategy or accountability around sourcing tools</li> </ul>
Technology	<ul style="list-style-type: none"> <li>Modify Sourcer and Recruiter productivity metrics to provide "credit" for sharing candidates</li> </ul>	<ul style="list-style-type: none"> <li>Limited sharing of candidates across the organization</li> </ul>
	<ul style="list-style-type: none"> <li>Build out systemic lead management functionality integrated with ATS               <ul style="list-style-type: none"> <li>- Currently in development</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>Poor lead tracking and follow-up</li> </ul>



## Proposed Solutions Attempt to Close Gaps Existing in Current Organization (IV)

Theme	Recommendation	Problem it Will Help Address
Technology	<ul style="list-style-type: none"> <li>Develop system-based capability to enable Staffing team members to look up areas of focus of other Recruiters and Sourcers</li> </ul>	<ul style="list-style-type: none"> <li>Limited sharing of candidates across the organization</li> </ul>
	<ul style="list-style-type: none"> <li>Enhance data mining capabilities within ATS               <ul style="list-style-type: none"> <li>More searchable database will enable more efficient sourcing of candidates with higher potential of being Google fit, e.g.,                   <ul style="list-style-type: none"> <li>Former decline, Reject from Eng who is appropriate for PM</li> </ul> </li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>Limited sharing of candidates across the organization</li> </ul>



## Next Steps

### Estimated Timing

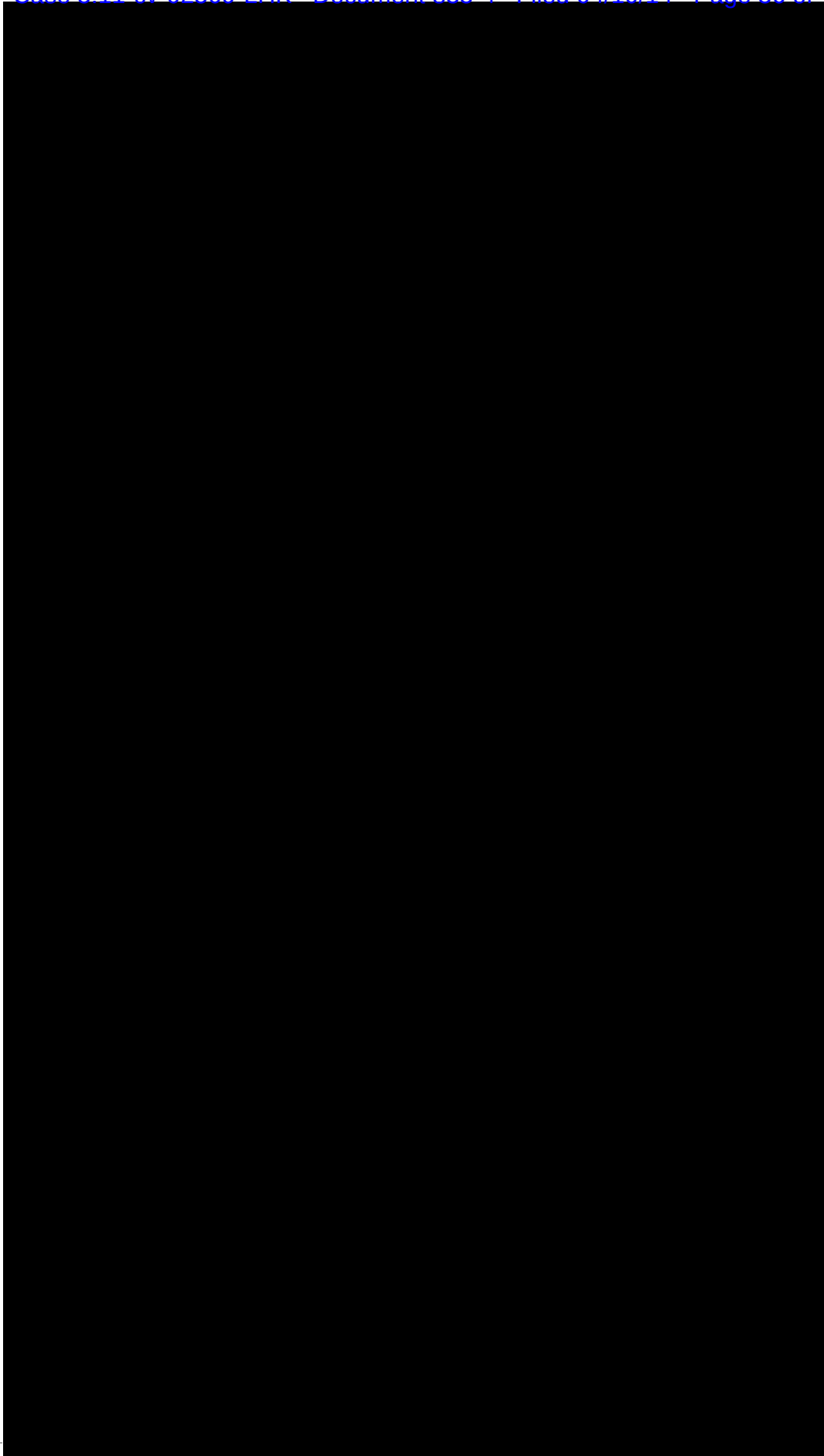
<ul style="list-style-type: none"> <li>• Complete outstanding data analysis</li> </ul>	July 31
<ul style="list-style-type: none"> <li>• Refine organizational and process recommendations               <ul style="list-style-type: none"> <li>- More clearly articulate roles and responsibilities</li> <li>- Flesh out process flows</li> </ul> </li> </ul>	July 31
<ul style="list-style-type: none"> <li>• Develop implementation and communication strategy</li> </ul>	Aug 9
<ul style="list-style-type: none"> <li>• Continue moving forward with key tactical initiatives that will help move the needle in the short-term               <ul style="list-style-type: none"> <li>- Work with key Staffing stakeholders to develop and roll out Sourcer training by Sept</li> <li>- Rationalize current suite of sourcing tools and develop governance model for tool evaluation go-forward</li> <li>- Develop pilot university alumni program</li> </ul> </li> </ul>	Mid-Sept  Mid-Aug  Mid-Sept

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Google<sup>32</sup>

# APPENDIX

## Size of Hiring Gap Differs by Business Vertical

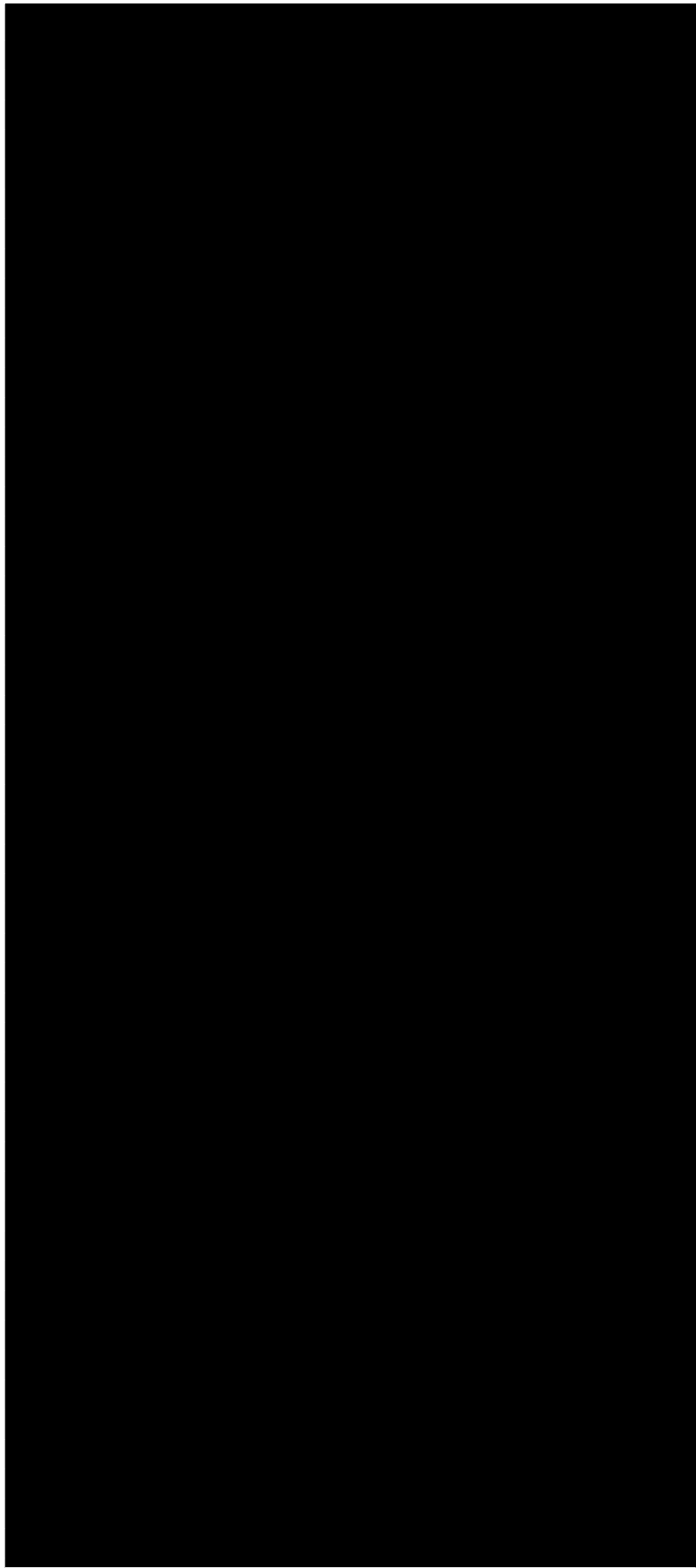


(1)

Note:  
Source:

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Google<sup>34</sup>



Enables Recruiters to focus limited bandwidth on only those candidates with the highest probability of being hired

- Similar model used in On-line Sales and Product Marketing

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Google<sup>35</sup>

# Five Key Staffing Roles

Scope of Responsibilities Varies Depending on Vertical

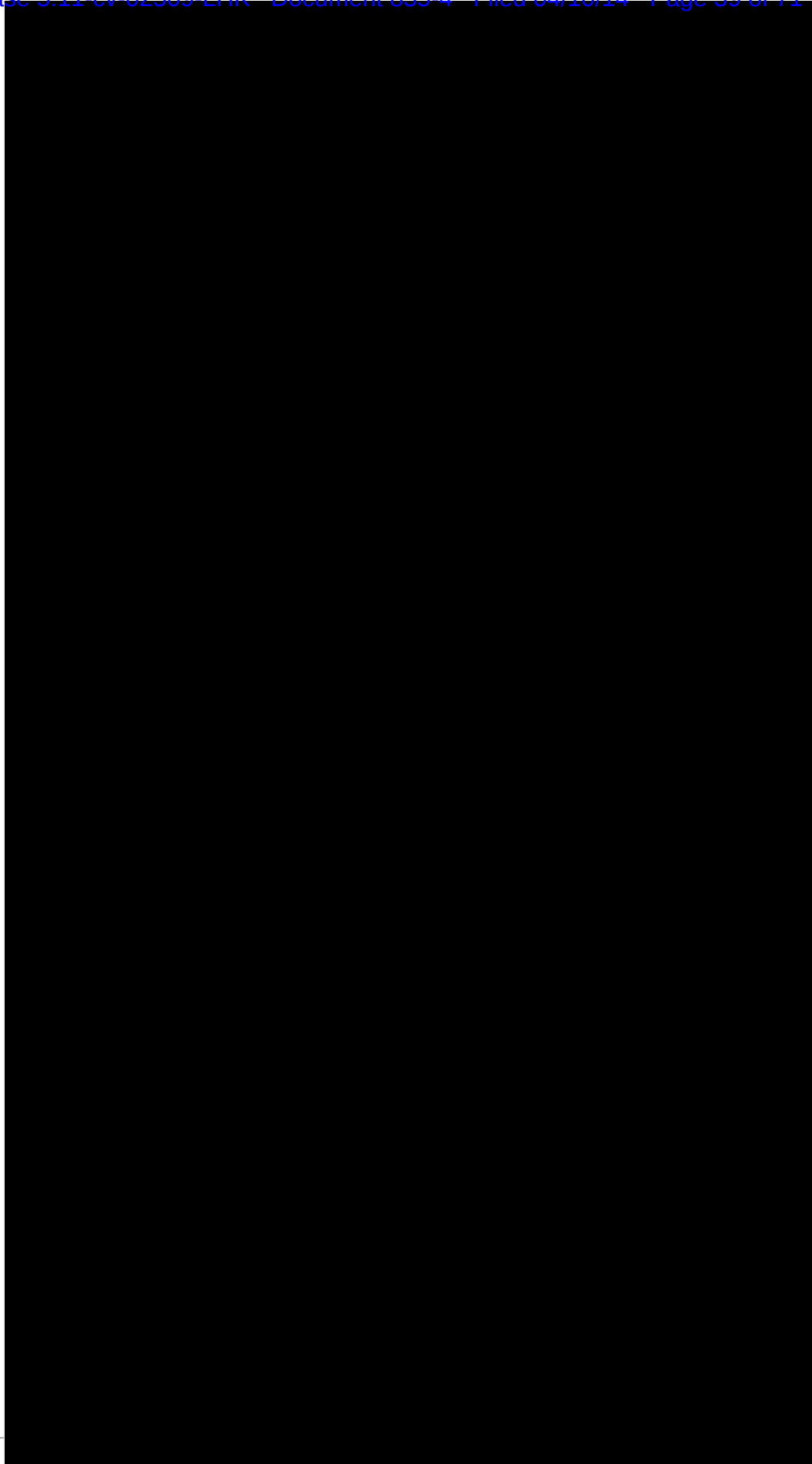
## Scope of Responsibilities

Role	Responsibilities
Sourcer	<ul style="list-style-type: none"> <li>• Mine key data sources for potentially qualified passive candidates</li> <li>• Convert leads to applicants</li> <li>• Identify potentially qualified passive candidates and encourage them to attend Google events/conferences (<i>Diversity only</i>)</li> <li>• Pre-screen and qualify leads for specific technical skills (<i>specific Verticals only</i>)</li> <li>• Help shepherd diversity candidates through the application process (<i>Diversity only</i>)</li> </ul>
Candidate Developer ( <i>Diversity only</i> )	<ul style="list-style-type: none"> <li>• Cold-call identified candidates passed from Diversity sourcers to “sell” them Google and encourage them to apply on-line</li> <li>• Help shepherd diversity candidates through the application process</li> </ul>
Resume Screener	<ul style="list-style-type: none"> <li>• Pre-screen Eng-Ops on-line applications and employee referrals to pre-qualify candidates prior to forwarding on to Recruiter</li> </ul>
Recruiting Coordinator	<ul style="list-style-type: none"> <li>• Schedule phone-screen and on-site interviews</li> <li>• Manage administrative end of candidate recruiting process</li> </ul>
Recruiter	<ul style="list-style-type: none"> <li>• Screen resumes in active queues (<i>PSGA only</i>)</li> <li>• Gather interview feedback</li> <li>• Prepare hiring committee and offer review packages</li> <li>• Act as primary liaison with candidate</li> </ul>

No real consistency on how various roles are used

- In some areas, multiple roles are collapsed into single functions

## Similar Distribution Exists by Industry Vertical

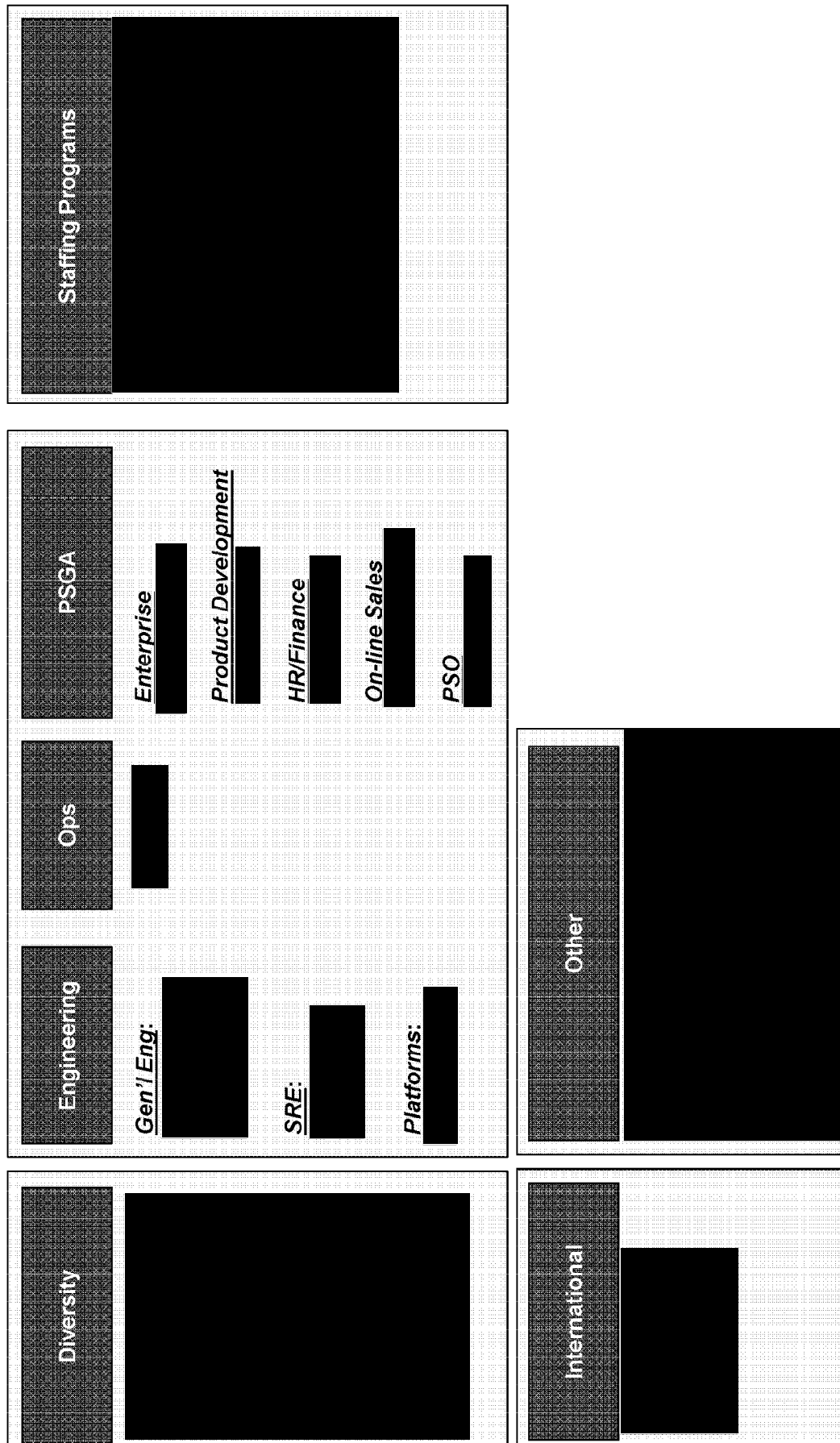


(1) Reflects Q1 2006 data  
Source: ATS analysis

*-Privileged and Confidential-*

## Interview Program Included Key Stakeholders

Over 35 Sourcers, Recruiters, and Staffing Program Managers Interviewed to Date




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Note: *Italics* indicate interview scheduled but not yet completed



# A Number of Issues Have Emerged from Interviews That Are Shared Across Staffing...(I) Organization

Organization		Issue/Challenge	Impact	Potential Resolution
		Large contingent workforce	<ul style="list-style-type: none"> <li>• Difficult to attract best recruiting talent who have full-time opportunities</li> <li>• High degree of churn creates instability within workforce               <ul style="list-style-type: none"> <li>- Loss of institutional knowledge</li> </ul> </li> <li>• 3-month learning curve coupled with 12-month contract               <ul style="list-style-type: none"> <li>- Releasing talent just as Recruiters/Sourcers become productive</li> </ul> </li> <li>• Can foster competitive dynamics               <ul style="list-style-type: none"> <li>- Focus is on getting converted</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Shift Recruiting and Sourcer team mix towards more full-time resources</li> </ul>
		Lack of transparency in Contractor conversion process	<ul style="list-style-type: none"> <li>• Lowers morale among recruiting and sourcing staff               <ul style="list-style-type: none"> <li>- Decision feels out of their control</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Define clear, explicit selection criteria               <ul style="list-style-type: none"> <li>- Ensure they are understood by all staff</li> </ul> </li> </ul>
		Recruiters/Sourcers work in vertical silos	<ul style="list-style-type: none"> <li>• Lack visibility into what fellow team members are working on               <ul style="list-style-type: none"> <li>- Unable to effectively share qualified candidates</li> <li>- Qualified candidates can languish in incorrect queues</li> </ul> </li> <li>• Limited understanding of functions outside immediate area and how roles relate to each other</li> <li>• Poor communication between groups</li> </ul>	<ul style="list-style-type: none"> <li>• Implement mechanisms to actively and regularly connect Sourcers/Recruiters across the organization</li> <li>• Reinstate centralized training sessions</li> <li>• Create on-line resource to provide visibility into searches of other Sourcers/Recruiters</li> </ul>

# A Number of Issues Have Emerged from Interviews That Are Shared Across Staffing...(II)

## Organization

Issue/Challenge	Impact	Potential Resolution
Weak linkages between Sourcers and Recruiters and Hiring Managers	<ul style="list-style-type: none"> <li>• With some exceptions, general distrust of quality of candidates forwarded from Sourcers</li> <li>• Sourcers lack sufficient understanding of requirements of specific roles               <ul style="list-style-type: none"> <li>- Difficult to appropriately identify qualified candidates</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Where possible, co-locate Sourcers with their recruiting team and specific client groups               <ul style="list-style-type: none"> <li>- Work in small teams</li> </ul> </li> <li>• Conduct 3-way discussions upfront between Sourcer, Recruiter and Hiring Manager               <ul style="list-style-type: none"> <li>- Establish specific position profiles with defined competencies</li> <li>- Communicate desired candidate profile need to discuss upfront together</li> </ul> </li> </ul>
Wide variation in abilities among Recruiters	<ul style="list-style-type: none"> <li>• Inability of some Recruiters to effectively manage full lifecycle, including sourcing               <ul style="list-style-type: none"> <li>- Unable able to carry "fair share" of burden for growth targets</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Use more consistency in Recruiter profile hired into Google               <ul style="list-style-type: none"> <li>- Ensure full suite of Recruiting skills</li> </ul> </li> <li>• Expand sourcing skills of existing recruiters</li> </ul>
Too resource-constrained to adequately manage pace of growth	<ul style="list-style-type: none"> <li>• Latency in early stages of recruiting process               <ul style="list-style-type: none"> <li>- Applicants can languish in long queues</li> </ul> </li> <li>• High risk of burn out or diminishing returns</li> </ul>	<ul style="list-style-type: none"> <li>• Thoughtfully add Staffing resources where they are most needed</li> <li>• Consider expanding roles of more junior staff to alleviate administrative burden of recruiters</li> </ul>

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# A Number of Issues Have Emerged from Interviews That Are Shared Across Staffing...(III)

## Process

Process		
Issue/Challenge	Impact	Potential Resolution
Lack coherent strategy and accountability around various sourcing tools, e.g., <ul style="list-style-type: none"> <li>Job boards, resume databases, events, conferences, agencies etc.</li> </ul>	<ul style="list-style-type: none"> <li>Lack systemic way to track ROI of various tools employed <ul style="list-style-type: none"> <li>Risk over-investing in certain tools and under-investing in others</li> <li>Unable to accurately track cost/hire</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>Evaluate each tool individually</li> <li>Implement metrics to monitor usage and track effectiveness</li> <li>Assign accountability for sourcing tool investments</li> </ul>
Lack robust, systemic lead management capability	<ul style="list-style-type: none"> <li>No formalized way to capture, track and follow-up on leads <ul style="list-style-type: none"> <li>Data scattered among multiple mediums (ATS, Excel spreadsheets, Salesforce.com)</li> <li>Problematic when Sourcer/Recruiter contract expires</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>Assign Staffing ownership for allocation of PSGA employee referrals</li> <li>Build out lead management functionality</li> </ul>
No formalized, coordinated way to share candidates across functions <ul style="list-style-type: none"> <li>Compounded by lack of visibility into what other team members work on</li> </ul>	<ul style="list-style-type: none"> <li>Sub-optimize staffing processes <ul style="list-style-type: none"> <li>No incentive to change behavior</li> <li>Concern more for good of the vertical function vs. the enterprise</li> </ul> </li> <li>Lose qualified candidates rejected for one area but appropriate for another</li> </ul>	<ul style="list-style-type: none"> <li>Implement mechanisms to regularly connect Sourcers/Recruiters across the organization</li> <li>Modify productivity metrics to provide "credit" for sharing candidates</li> <li>Consider creating clearinghouse function</li> </ul>

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# A Number of Issues Have Emerged from Interviews That Are Shared Across Staffing...(IV)

## Process

Process		Issue/Challenge	Impact	Potential Resolution
Process		Limited business knowledge transferred to recruiting staff <ul style="list-style-type: none"> <li>No formal training beyond Staffing systems training</li> </ul>	<ul style="list-style-type: none"> <li>Steepens learning curve for Recruiters and Sourcers               <ul style="list-style-type: none"> <li>Not as effective initially as could be</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>Leverage education series recently launched in Paris, e.g.,               <ul style="list-style-type: none"> <li>Provides business overviews, ideal candidate profiles, etc.</li> </ul> </li> <li>Create resource for Staffing members to look up roles of others</li> </ul>
		Significant administrative requirements for Recruiters <ul style="list-style-type: none"> <li>Particularly internationally</li> </ul>	<ul style="list-style-type: none"> <li>Limits time available for sourcing for Recruiters needing to supplement their own queues</li> </ul>	<ul style="list-style-type: none"> <li>Where possible, move more administrative responsibilities to Recruiting Coordinators, e.g.,               <ul style="list-style-type: none"> <li>Printing and creation of offer packets</li> <li>New hire set up</li> </ul> </li> <li>Add Coordinator role in EMEA</li> </ul>
		Ownership of event attendee lists	<ul style="list-style-type: none"> <li>Competition for names results in lack of coordination around candidates qualified for multiple profiles               <ul style="list-style-type: none"> <li>Lose viable candidate</li> </ul> </li> <li>No resource to follow up on non-diversity leads</li> </ul>	<ul style="list-style-type: none"> <li>Designate central owner in Staffing or Staffing Programs not aligned with a specific vertical</li> </ul>
		No coordinated way to request and capture research data	<ul style="list-style-type: none"> <li>Individual efforts initiated within various Verticals               <ul style="list-style-type: none"> <li>More expensive than if launched a coordinated effort</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>Designate central research owner in Staffing responsible for purchasing research</li> </ul>

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# A Number of Issues Have Emerged from Interviews That Are Shared Across Staffing...(IV)

## Process

Process		Impact	Potential Resolution
Employee Referral Program challenges	Employee Referral Program challenges	<ul style="list-style-type: none"> <li>SLAs not being met with applicants sitting in Recruiter queues               <ul style="list-style-type: none"> <li>Risk losing candidates with highest probability of passing Google bar</li> </ul> </li> <li>Lack active owner for PSGA Employee Referral program               <ul style="list-style-type: none"> <li>No way to actively enforce SLA because responsibility not centralized</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>Assign Staffing ownership for allocation of PSGA employee referrals</li> </ul>
	Lack of pre-defined job profiles <ul style="list-style-type: none"> <li>Particularly on EngOps side</li> </ul>	<ul style="list-style-type: none"> <li>Makes sourcing for right candidate more challenging               <ul style="list-style-type: none"> <li>No clear guidelines</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>Define key competencies for each job profile</li> <li>Re-write job descriptions to ensure understanding by external candidates</li> </ul>

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# A Number of Issues Have Emerged from Interviews That Are Shared Across Staffing...(V)

## Talent Pool

Talent Pool			
Issue/Challenge	Impact	Potential Resolution	
No current methodology to map out global talent pools	<ul style="list-style-type: none"> <li>No central database or library to enable lead and competitive data to be indexed and retrieved across the organization</li> <li>Inability to be strategic about identifying and attracting high quality talent               <ul style="list-style-type: none"> <li>Sub-optimize leverage of costly Staffing resources</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>Design and implement process to gather and organize leads and competitive data</li> <li>Develop talent pool mapping strategy and competitive intelligence capability</li> </ul>	
Small, qualified talent pools for certain areas, e.g., <ul style="list-style-type: none"> <li>SRE</li> <li>Diversity</li> </ul>	<ul style="list-style-type: none"> <li>Women and minorities continue to be under-represented within specific technical functions and internationally</li> </ul>	<ul style="list-style-type: none"> <li>Tap into additional sources of talent in order to cast a wider net and increase potential pipeline, e.g.,               <ul style="list-style-type: none"> <li>Consider University Alumni program</li> <li>Forge partnerships with diversity alumni groups</li> </ul> </li> </ul>	
Overall recruiting environment becoming more challenging	<ul style="list-style-type: none"> <li>Active pipelines appear to be shrinking               <ul style="list-style-type: none"> <li>Passive sourcing likely to become increasingly more important</li> </ul> </li> <li>Current sources becoming even less effective in yielding qualified candidates</li> </ul>	<ul style="list-style-type: none"> <li>Develop comprehensive sourcing strategy               <ul style="list-style-type: none"> <li>Include scenario analysis for different market environments</li> </ul> </li> </ul>	
Strict application of hiring bar	<ul style="list-style-type: none"> <li>Some pools of talent not at target Tier 1,2 and 3 schools               <ul style="list-style-type: none"> <li>Particularly true for diversity and international PSGA candidates</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>Cast wider net beyond target schools, e.g.,               <ul style="list-style-type: none"> <li>Consortium schools</li> </ul> </li> </ul>	

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## ...While Others Challenges are Unique

### Diversity

- Diversity team-sourced candidates auto-rejecting in resume screen
  - May have slightly different background than typical Google candidate
  - Diversity team having to implement manual work arounds to “revive” candidates and actively engage recruiters
- Latency in recruiting process costing Google to lose talented diversity candidates
  - Diversity team-sourced candidates getting lost in enormous queues as there is currently no way to flag applicants
    - Unable to segregate and work within specific SLAs (similar to EE Referrals)
  - Due to smaller population, latency in process disproportionately negatively impacts diverse applicants than general population
  - Diversity team must individually follow up with lead recruiters as stop-gap
- Lack of clear leadership within Diversity team
  - Separation between Candidate Developers and Program Sourcing somewhat artificial
  - Image issues within broader Staffing team

### International

- No sourcing capability resident in EMEA
  - Without global sourcing function may not be tapping into all valuable talent pools
- Mountain View-based international allocated resources not effective or tenable
  - EMEA-based staff never been informed of who specific resources in Mountain View are
  - Time zone differences constrain ability to contact candidates
  - Don’t adequately understand focus of individual EMEA recruiters and therefore queue candidates incorrectly
- Overly reliant on costly agencies for pipeline creation
  - Accounts for ~33% of all hires
- High hiring bar coupled with the need to recruit for multiple languages creates increasingly challenging environment (support 25 languages)
- Best recruiting talent difficult to convert in EMEA
  - Tend not to have university degrees and therefore fail to meet standard Google bar

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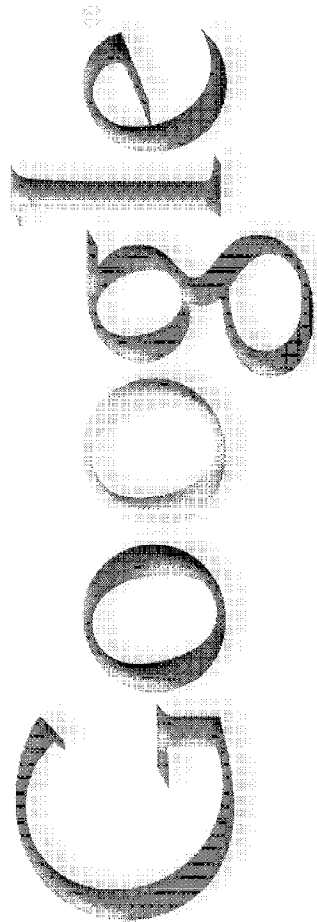
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Collaborative Sourcing Model  
Engineering Leads Meeting  
April 3, 2007

*DRAFT*



## Objectives of Today's Discussion

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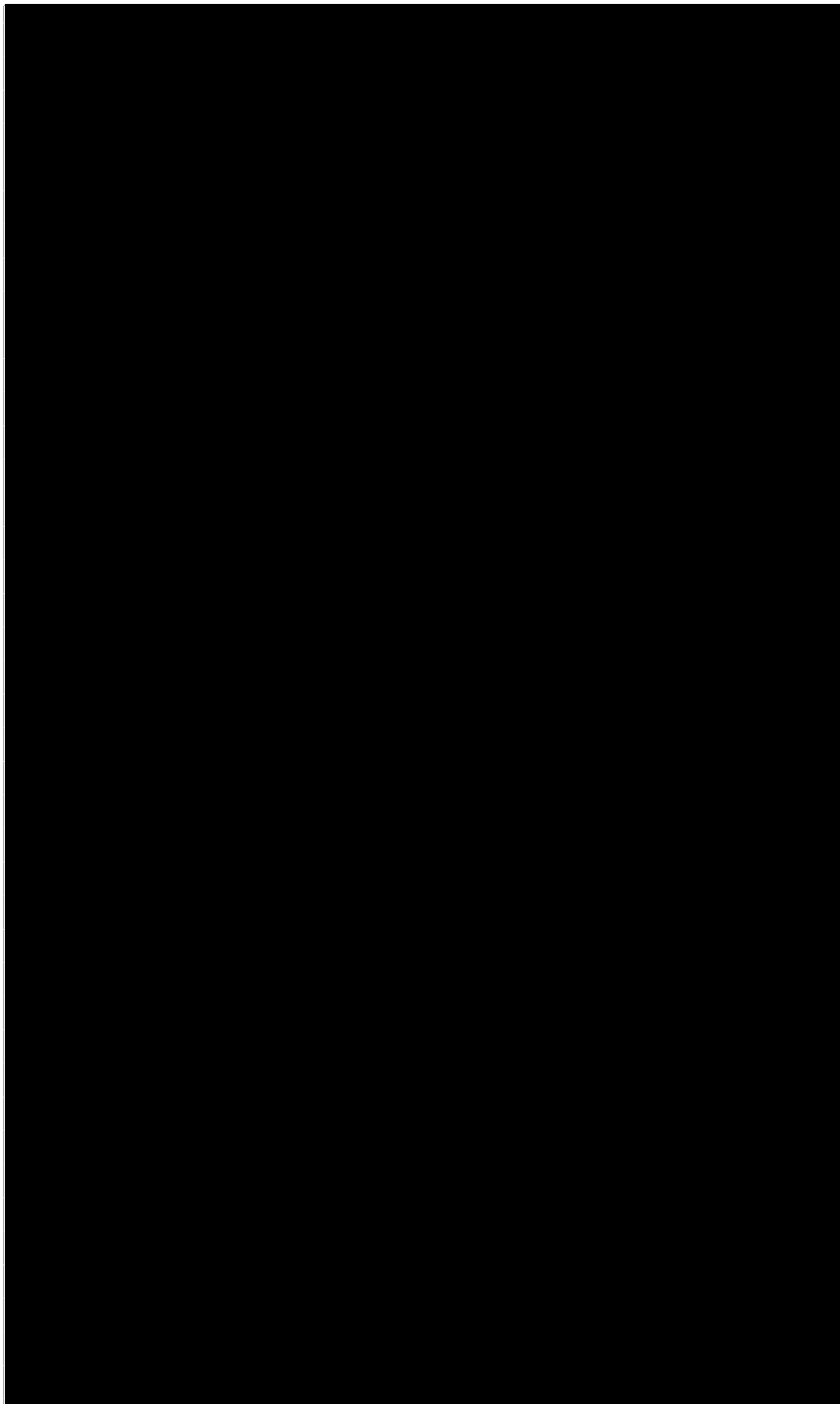
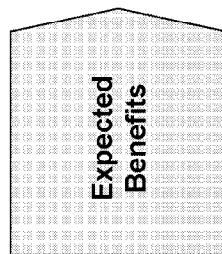
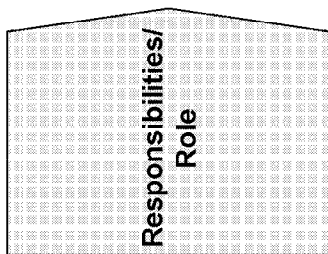
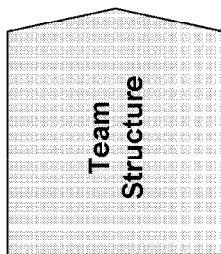
- Recap collaborative sourcing approach
  - Review rationale, team structure and roles, and expected benefits
  - Brief overview of job profiles
  - Proposed process approach
- Solicit feedback on proposed rules of engagement
- Discuss proposed productivity targets
- Share results-to-date

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# Collaborative Sourcing Model Grounded in Belief that Many Talent Profiles Are Shared Across Verticals

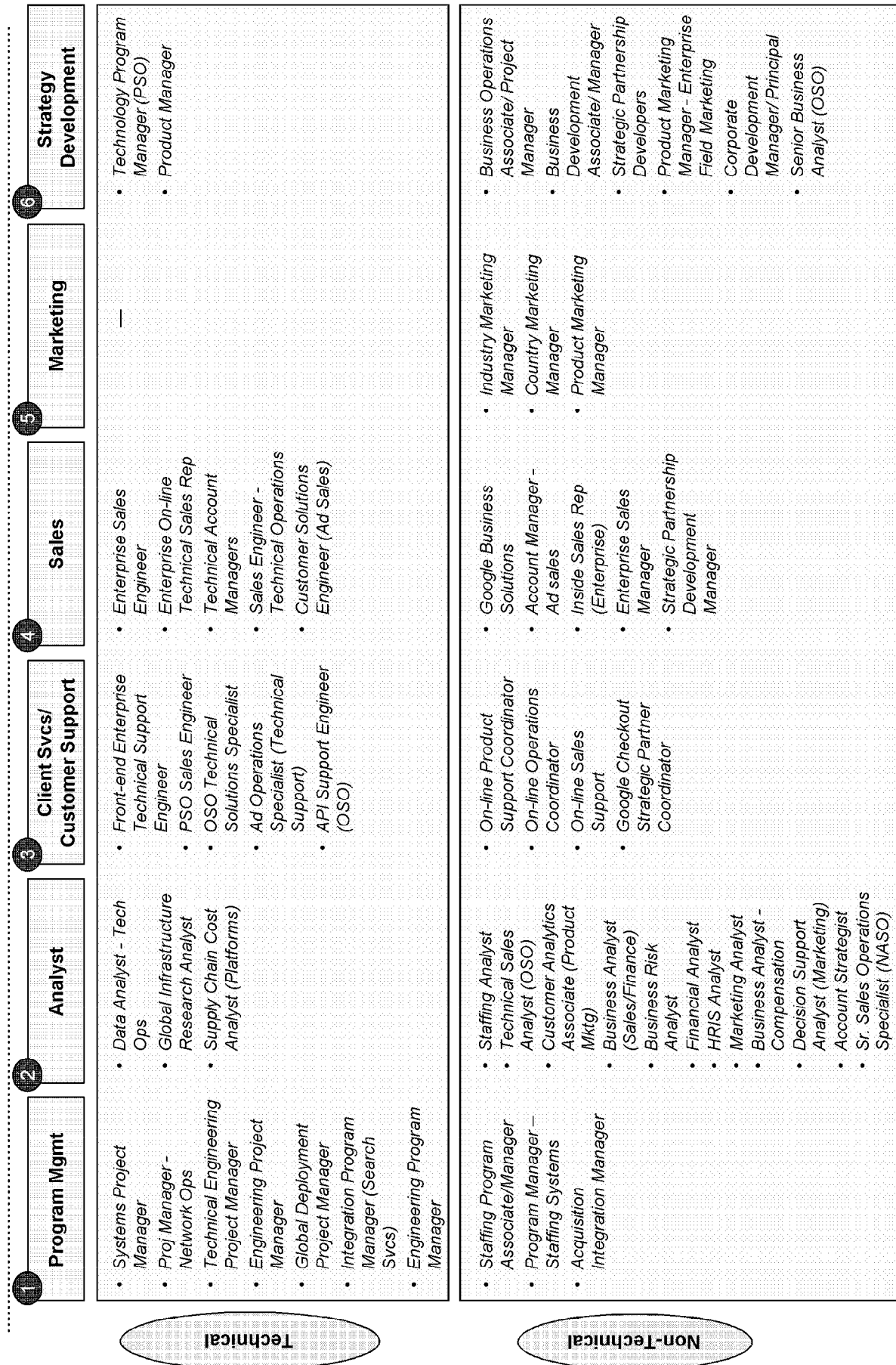
## Overview of Collaborative Sourcing Team



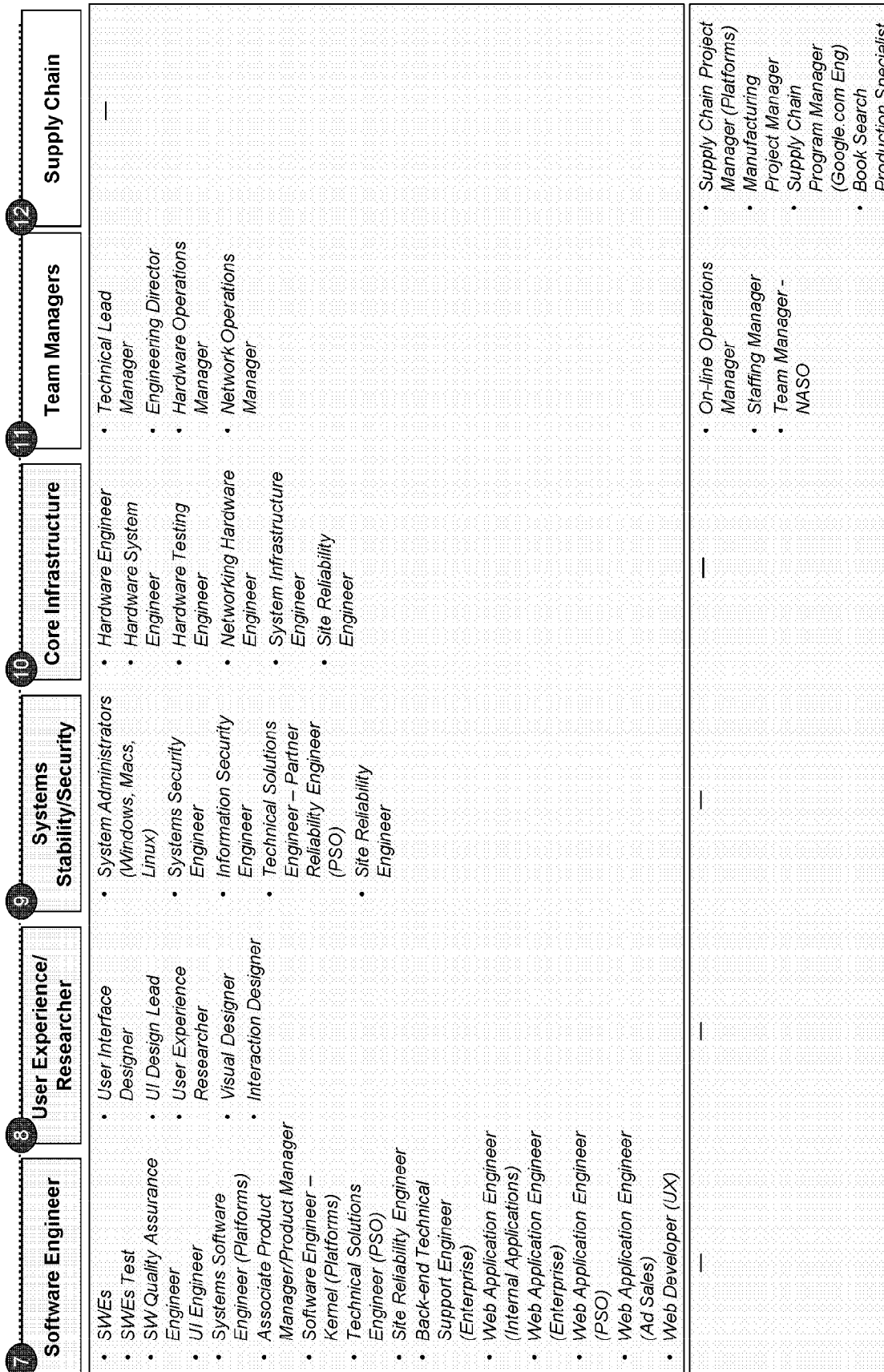
We are proactively taking steps to bring team up the learning curve and ensure calibration with expectations of Verticals

- Hosted 1:1 discussions with Technical Lead Recruiters/Sourcers to better understand hiring needs, specific hiring bars and nuances of particular job requisitions
- Participate in weekly Gen Eng resume reviews
- Plans to attend various hiring committees

# Collaborative Sourcing Team Will Be Organized Around Twelve Defined Shared Profiles (I)



# Collaborative Sourcing Team Will Be Organized Around Twelve Defined Shared Profiles (II)



Technical

Non-Technical

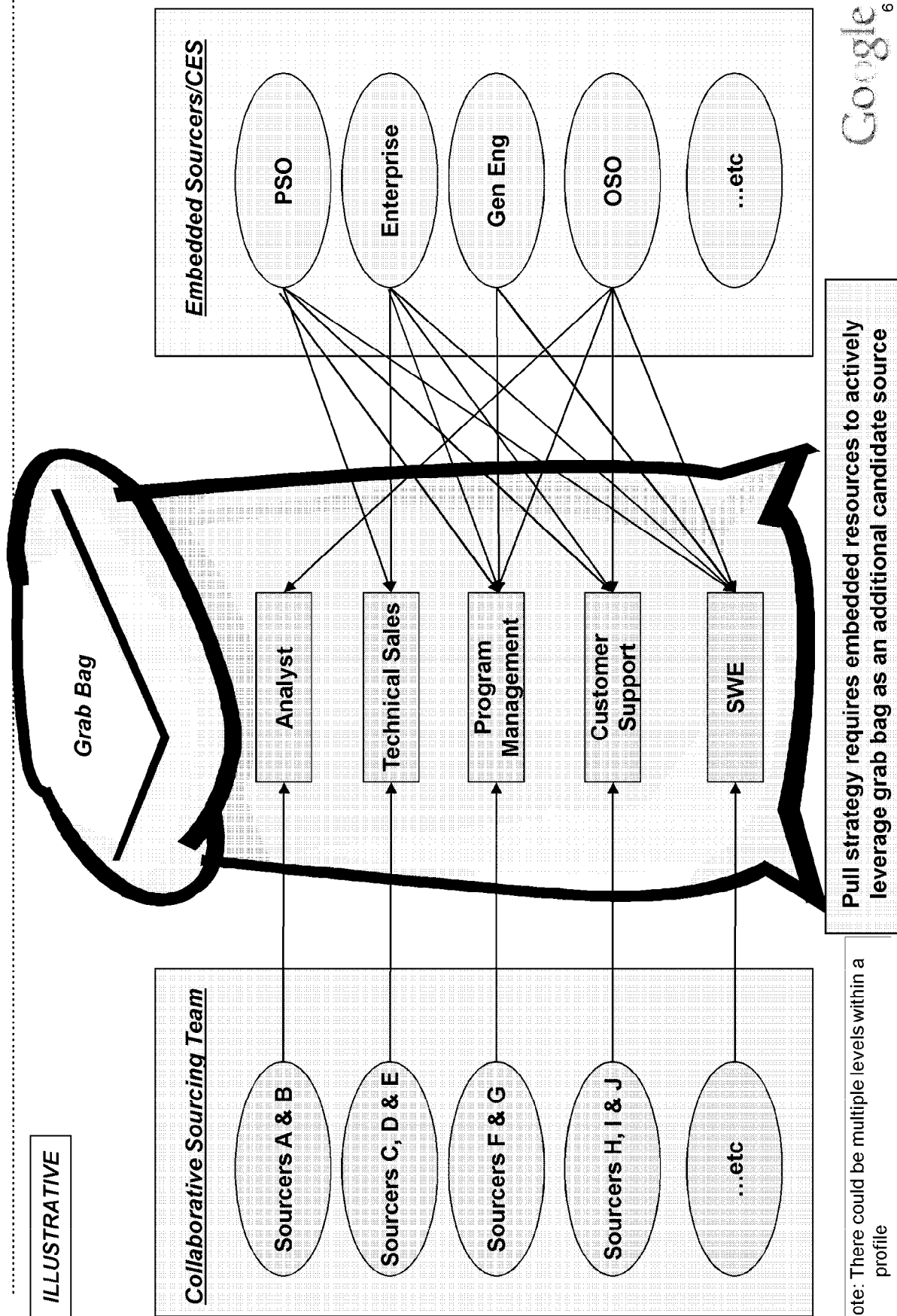
Will source against only ten of the profiles since our hiring needs are not great enough around the other two to warrant centralized sourcing resources

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# Although We Initially Planned to Leverage a “Pull” Strategy to Align Leads With Business Verticals...

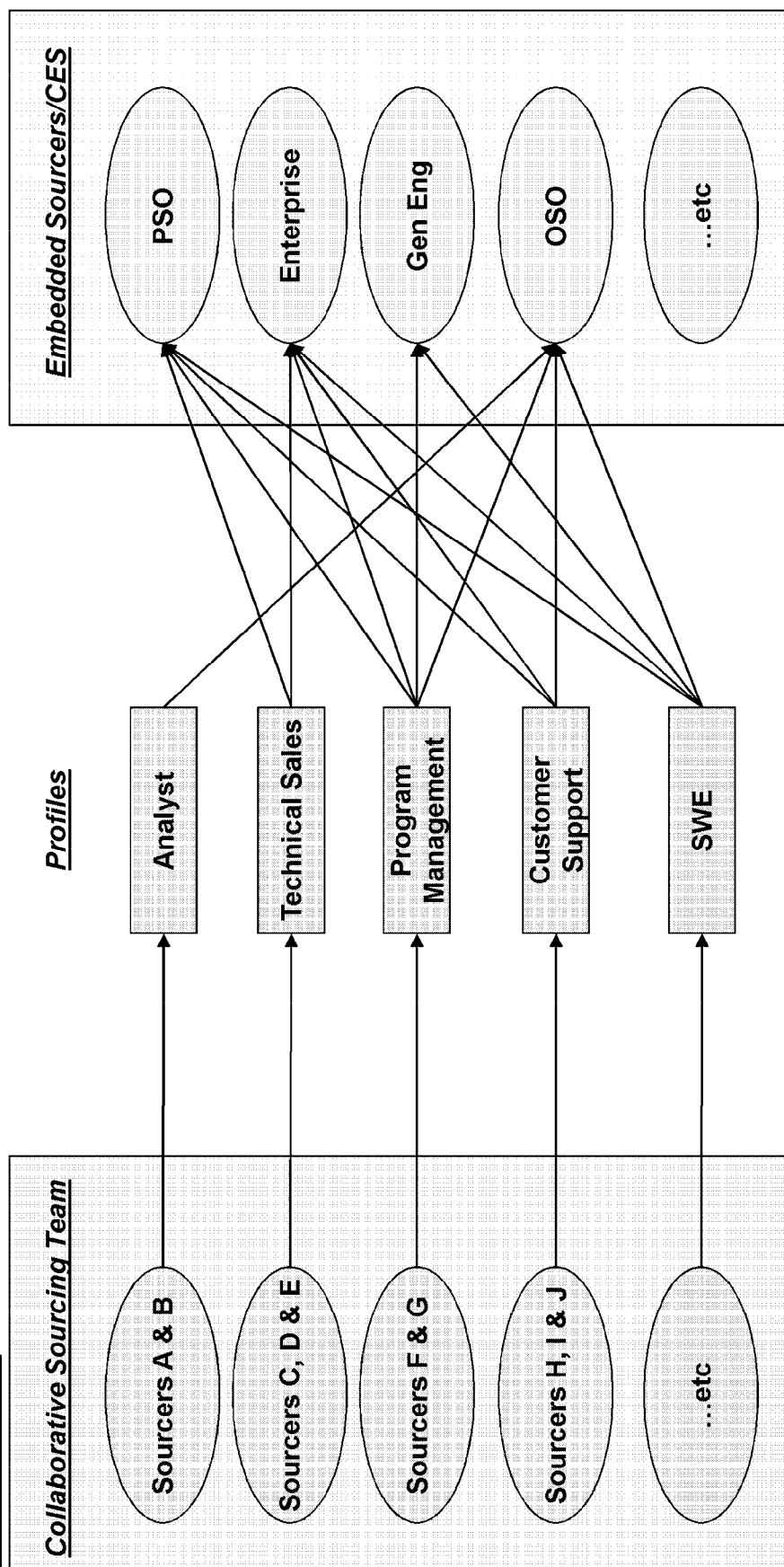
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# ....We Have Decided to Accelerate a Transition to a “Push” Strategy to Optimize Efficiency

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Note: There could be multiple levels within a profile

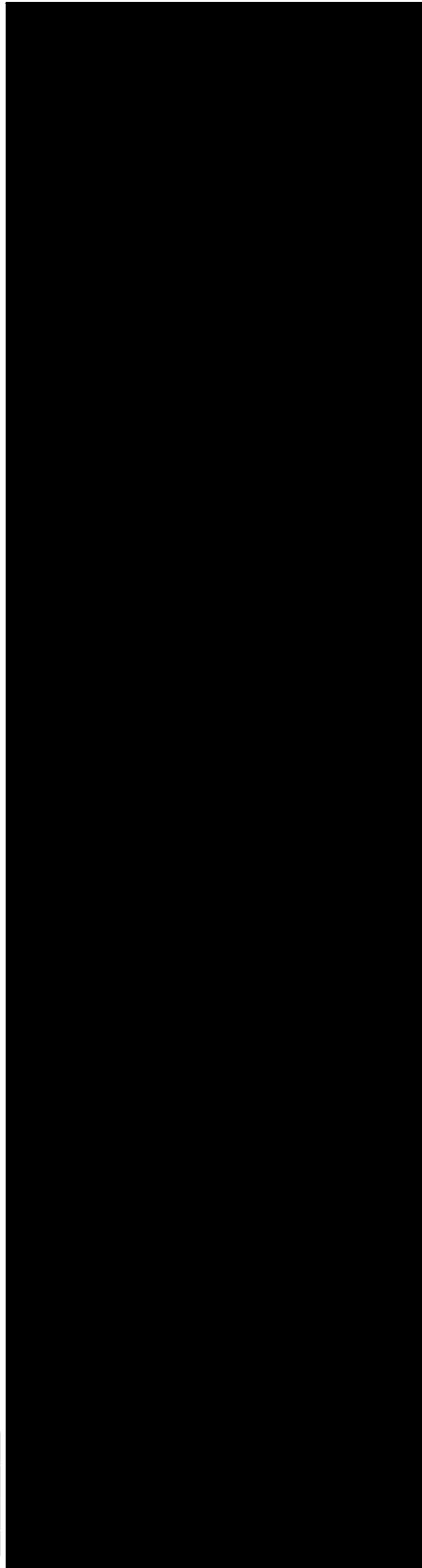
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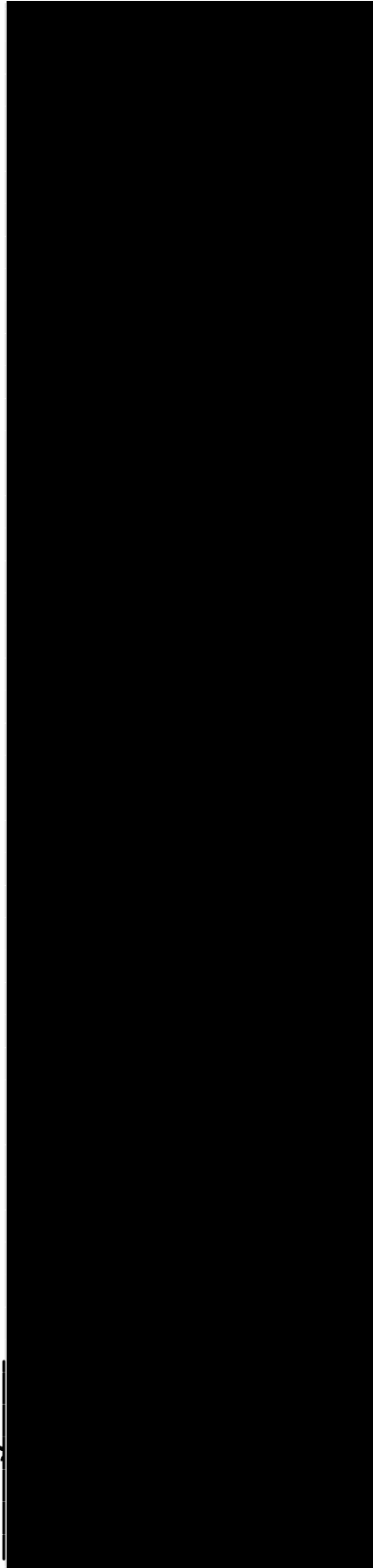
## Proposed Rules of Engagement

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Sourcing



Clearinghouse

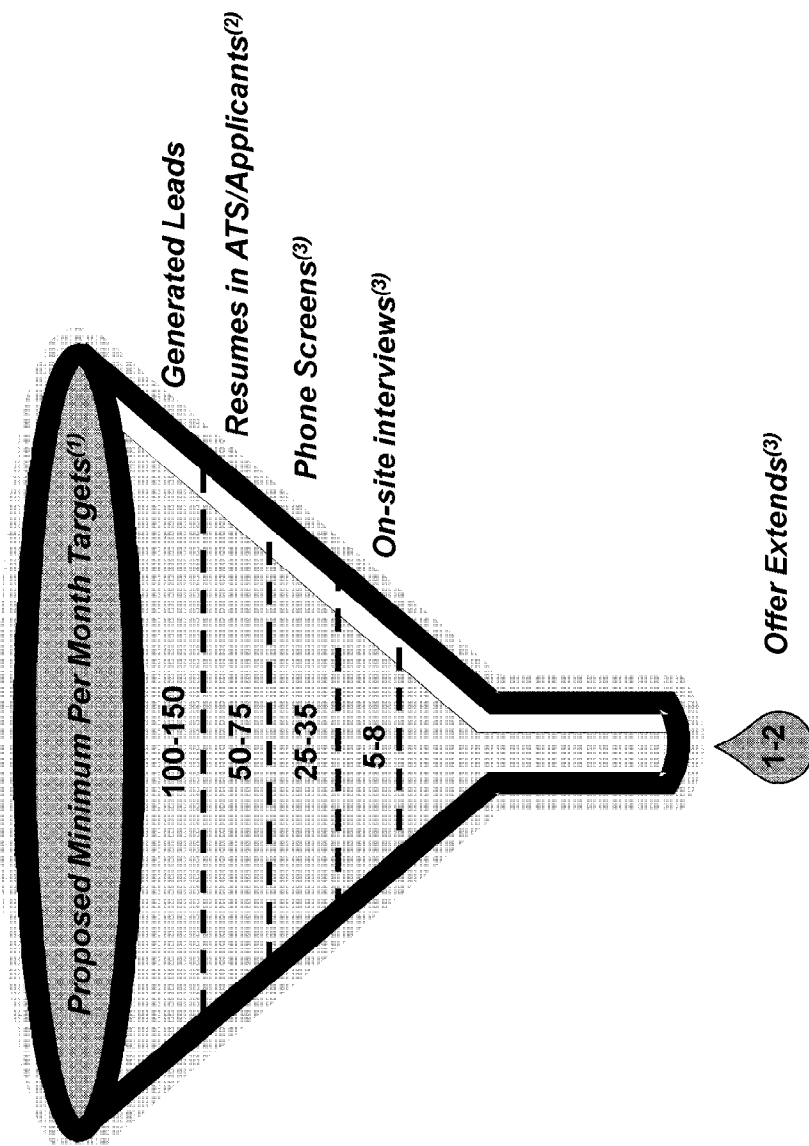


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# Will Establish Clear Targets To Ensure Appropriate Pipeline Generation



Note: Targets are per Sourcer

(1) Assumes full productivity reached after 3 months

(2) Assumes a 40-50% fall out rate of generated leads to contacts and an additional 40-50% from contacts to qualified applicant

(3) Assumes similar productivity levels to top quartile Gen Eng sourcers

# Results-To-Date

Early results suggest the team is on track given tenure...	
<u>Feb 12 – Mar 30, 2007</u>	
Total	

...with broad geographic reach...	
<u>Feb 12 – Mar 30, 2007</u>	
% of Leads	

...in addition to business reach	
% of Leads	

Note: Reflects combined results for team of two Sourcers

(1) Reflects offer extends to one Zurich-SWE hire and two non-eng hires

(2) Includes Boston, Chicago, Pittsburgh and Dallas

(3) Includes UX, Product Management, Business Development

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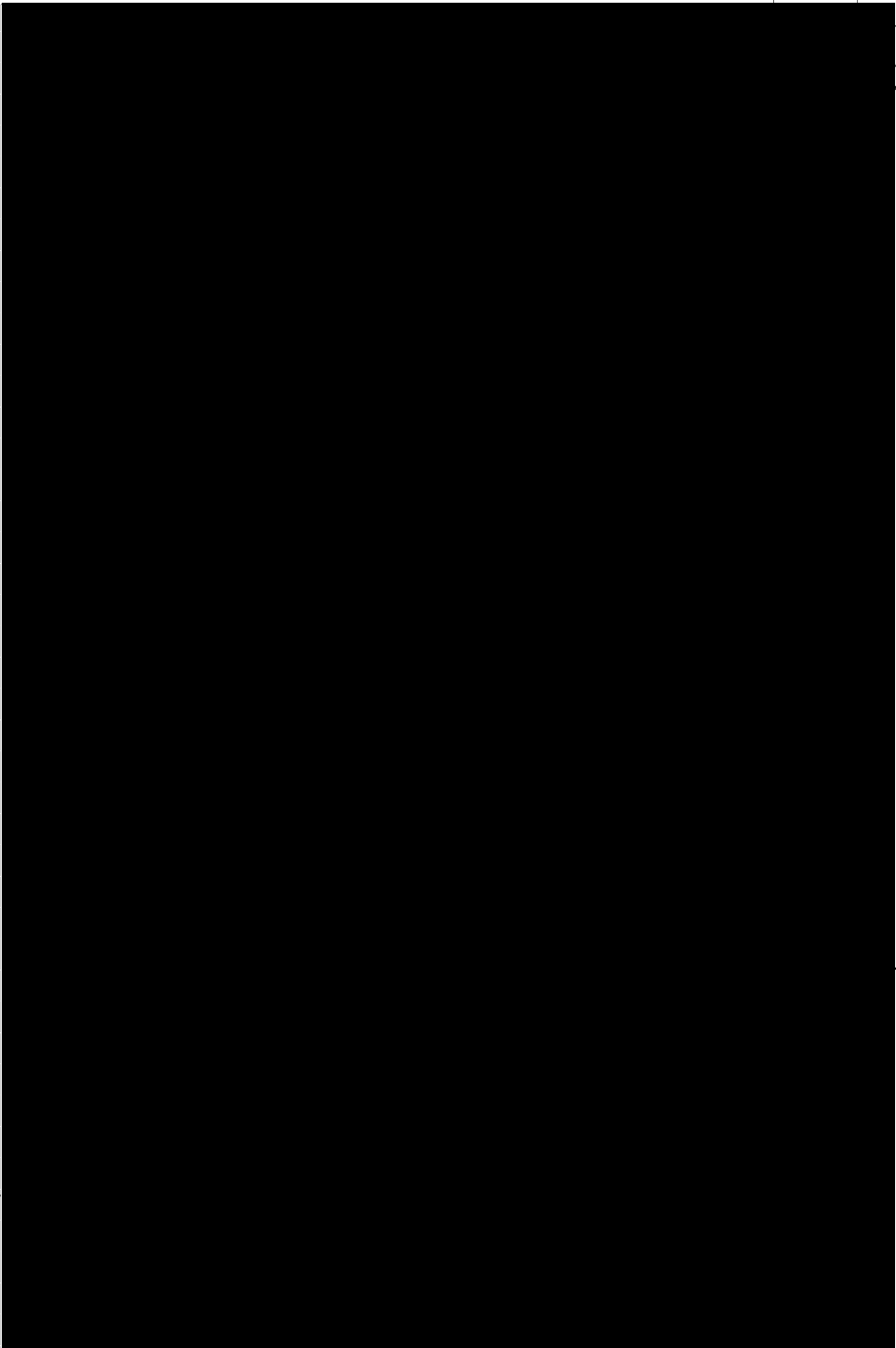
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# Overview of Sourcing Manager Organization

Key Responsibilities

Sourcing Manager



(1) Assumes 2-3 Sourcers per profile

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